

File 15:ABI/Inform(R) 1971-2001/Nov 05  
(c) 2001 ProQuest Info&Learning  
File 9:Business & Industry(R) Jul/1994-2001/Nov 02  
(c) 2001 Resp. DB Svcs.  
File 623:Business Week 1985-2001/Nov 05  
(c) 2001 The McGraw-Hill Companies Inc  
File 810:Business Wire 1986-1999/Feb 28  
(c) 1999 Business Wire  
File 275:Gale Group Computer DB(TM) 1983-2001/Nov 01  
(c) 2001 The Gale Group  
File 624:McGraw-Hill Publications 1985-2001/Nov 02  
(c) 2001 McGraw-Hill Co. Inc  
File 813:PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	83815	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	5348595	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MER- CHANT? ? OR SELLER? ?
S3	1919913	VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR - MANUFACTURER? ? OR RETAILER? ?
S4	30081	REQUEST? ?(3W) (PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR R- FP OR RFPS OR RFQ OR RFQS
S5	14064	(NONDISCLOSURE OR (NON OR "NOT") (2N)DISCLOS? OR CONFIDENTI- ALITY) (3N)AGREEMENT? ?
S6	452740	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N) (SITE OR SERVE- R)
S7	0	S1(S)S2:S3(S)S4(S)S5(S)S6
S8	30	S4(S)S5
S9	29	RD (unique items)
S10	158	S4 AND S5
S11	57663	S6(5N)S2:S3
S12	6	S10 AND S11
S13	10	S1 AND S10
S14	39	S10 AND (INTERNET OR ONLINE OR WEB?)
S15	36	RD (unique items)
S16	21	S15 NOT (S9 OR S12:S13)
S17	16	S2(5N)S5 AND S4
S18	7	S17 NOT (S9 OR S12:S13 OR S16)
S19	69379	BUSINESS(1W)BUSINESS OR B2B OR B()B
S20	4	S10 AND S19
S21	1831	S2:S3(5N)S5
S22	30	S21 AND S19
S23	161015	(ELECTRONIC? OR INTERNET OR ONLINE OR ON(W)LINE OR VIRTUAL- ) (3N) (COMMERCE OR EXCHANGE? ? OR SHOP?)
S24	336	S21(5N) (AGREE? ? OR AGREEING OR SIGN?)
S25	9	S23 AND S24
S26	8	RD (unique items)

File 636:Gale Group Newsletter DB(TM) 1987-2001/Nov 05  
(c) 2001 The Gale Group  
File 621:Gale Group New Prod.Annou.(R) 1985-2001/Nov 05  
(c) 2001 The Gale Group  
File 16:Gale Group PROMT(R) 1990-2001/Nov 05  
(c) 2001 The Gale Group  
File 160:Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group  
File 148:Gale Group Trade & Industry DB 1976-2001/Nov 05  
(c)2001 The Gale Group  
File 20:World Reporter 1997-2001/Nov 06  
(c) 2001 The Dialog Corporation  
File 634:San Jose Mercury Jun 1985-2001/Nov 03  
(c) 2001 San Jose Mercury News

Set	Items	Description
S1	340994	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	7038704	VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR - MANUFACTURER? ? OR RETAILER? ?
S3	69492	REQUEST? ?(3W) (PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR R- FP OR RFPS OR RFQ OR RFQS
S4	47618	(NONDISCLOSURE OR (NON OR "NOT") (2N)DISCLOS? OR CONFIDENTI- ALITY) (3N)AGREEMENT? ?
S5	1448808	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N) (SITE OR SERVE- R)
S6	61	S3(S)S4
S7	42	RD (unique items)
S8	217933	S5(5N) (S2 OR COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVI- DER? ? OR MERCHANT? ? OR SELLER? ?)
S9	79	S4(S)S8
S10	46	RD (unique items)
S11	278	S3 AND S4
S12	27	S1 AND S11
S13	16	RD (unique items)
S14	7	S8 AND S11
S15	5	RD (unique items)
S16	3458897	BUSINESS(1W)BUSINESS OR B2B OR B()B
S17	777506	(ELECTRONIC? OR INTERNET OR ONLINE OR ON(W)LINE OR VIRTUAL- ) (3N) (COMMERCE OR EXCHANGE? ? OR SHOP?)
S18	51	S11 AND S16:S17
S19	27	RD (unique items)
S20	12	S19 NOT (S7 OR S13 OR S15)

7/9/16 (Item 2 from file: 621)  
DIALOG(R) File 621:Gale Group New Prod.Annou. (R)  
(c) 2001 The Gale Group. All rts. reserv.

02747219 Supplier Number: 67534008 (THIS IS THE FULLTEXT)  
**ManufacturingQuote.com, Inc. Launches New NDA (Non-disclosure Agreement) Functionality to its Collaborative Procurement Management(TM) (CPM) System.**

PR Newswire, pNA  
Dec 4, 2000

Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 396  
TEXT:

Web Marketplace Pioneer for Made-to-Order Manufacturing Services Continues to Expand eProcurement Solution  
SMYRNA, Ga., Dec. 4 /PRNewswire/ --  
ManufacturingQuote.com, Inc. announced today it has launched new NDA (Non-disclosure Agreement) functionality to its Collaborative Procurement Management(TM) (CPM) system at [www.MfgQuote.com](http://www.MfgQuote.com). MfgQuote.com gained first-in-market status with its Web-based marketplace connecting suppliers with companies purchasing custom manufacturing services. This eProcurement web site is consistently progressed with sophisticated new features like NDA for Collaborative Procurement Management (CPM). Buyer members of ManufacturingQuote.com have the ability to upload their company's non-disclosure agreement to MfgQuote.com as a part of their member profile. This customer-driven enhancement is fully customizable.

The Buyer can easily enable their **non -disclosure agreement** when posting a Request For Quote (RFQ ). Once an NDA is enabled by the Buyer, suppliers must read and accept the NDA before they have access to the RFQ 's file attachments. A red pad-lock illustrates that the file attachments are inaccessible until the NDA is agreed to, and once agreed to, the pad-lock turns green for full access.

"ManufacturingQuote.com has the ability to track the suppliers who have accepted NDAs. If there is a concern or dispute, Members can call ManufacturingQuote.com to obtain more information on the history of the RFQ in the eProcurement system," states Mitch Free, president of ManufacturingQuote.com, Inc. "From streamlined purchasing processes to personalized content, we are focused on delivering value-added services that help our members work smarter."

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File 347:JAPIO OCT 1976-2001/JUN(UPDATED 011001)

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File 350:Derwent WPIX 1963-2001/UD,UM &UP=200164

(c) 2001 Derwent Info Ltd

Set	Items	Description
S1	1087	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	32869	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MER- CHANT? ? OR SELLER? ? OR VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR MANUFACTURER? ? OR RETAILER? ?
S3	236	REQUEST? ?(3W) (PROPOSAL? ? OR QUOTATION? ?) OR RFP OR RFPS OR RFQ OR RFQS
S4	2	(NONDISCLOSURE OR (NON OR "NOT") (2N)DISCLOS? OR CONFIDENTI- ALITY) (3N)AGREEMENT? ?
S5	69412	DATABASE? ? OR DATA()BASE? ?
S6	0	S1 AND S2 AND S3 AND S4 AND S5
S7	0	S1 AND S2 AND S3:S4 AND S5
S8	0	S1 AND S2 AND S3:S4
S9	1	S1 AND S3:S4
S10	14	S1 AND S2 AND S5
S11	55	S1 AND S2
S12	27	(S11 AND IC=G06F-017/60) NOT S10
S13	28	S3 AND S2
S14	26	(S13 AND IC=G06F) NOT (S10 OR S12)
S15	0	AU="SILVERSTONE Y"
S16	13	AU="MCGOWAN P":AU="MCGOWAN P T"
S17	0	(S1 OR S3) AND S16

*Silverstone*

*09/550703*

10/5/3 (Item 1 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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014051635 \*\*Image available\*\*

WPI Acc No: 2001-535848/200159

XRPX Acc No: N01-397946

**Virtual market place membership creation method for electronic commerce, involves creating multiple purchase orders by referring database containing details relating to buyers, sellers and products**

Patent Assignee: PURCHASEPRO.COM INC (PURC-N)

Inventor: ERICKSON R E; KENITZKI A B; RICKETTS D D

Number of Countries: 087 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200116826	A1	20010308	WO 2000US18943	A	20000712	200159 B
AU 200059300	A	20010326	AU 200059300	A	20000712	200159

Priority Applications (No Type Date): US 99388747 A 19990902

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200116826	A1	E	62	G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN  
CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ  
LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK  
SL TJ TM TR TT UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GH GM GR IE  
IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200059300	A			G06F-017/60	Based on patent WO 200116826
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Abstract (Basic): WO 200116826 A1

NOVELTY - A service **provider** (14) such as marketplace administrator, maintains a central **database** (16) of enrolled member buyers (10) and **sellers** (12) with the product details. Multiple purchase orders are automatically created, since the requirements of the buyer and the product specification of the **seller**, are available with the administrator.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Method to automate **supply chain** communication;
- (b) Method of automating purchase transactions; Computer readable program having computer-executable instructions

USE - In electronic commerce.

ADVANTAGE - Effective sourcing, bidding, purchasing and messaging between member buyers and **suppliers** is enabled with the help of **database** and Internet technologies.

DESCRIPTION OF DRAWING(S) - The figure shows the top level diagram of electronic commerce system.

Enrolled member buyer (10)

**Seller** (12)

Service **provider** (14)

Central **database** (16)

pp; 62 DwgNo 1/9

Title Terms: VIRTUAL; MARKET; PLACE; MEMBER; CREATION; METHOD; ELECTRONIC;  
MULTIPLE; PURCHASE; ORDER; REFER; **DATABASE**; CONTAIN; DETAIL; RELATED;  
BUY; PRODUCT

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

International Patent Class (Additional): G06F-017/00; G06F-153/00;

G06K-015/02; H04L-009/00

File Segment: EPI

10/5/4 (Item 2 from file: 350)  
DIALOG(R) File 350: Derwent WPIX  
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014006648 \*\*Image available\*\*  
WPI Acc No: 2001-490862/200154  
XRPX Acc No: N01-363305

**Sales and service network for electrical equipment e.g. motor, has configuration manager using customer requirements received from web-based interface**

Patent Assignee: GENERAL ELECTRIC CO (GENE )  
Inventor: GHOSH A; KLIMAN G B; KOEGL R A A; RAO K K; SHAH M R  
Number of Countries: 026 Number of Patents: 001  
Patent Family:  
Patent No Kind Date Applicat No Kind Date Week  
EP 1124196 A2 20010816 EP 2001301060 A 20010207 200154 B

Priority Applications (No Type Date): US 2000502819 A 20000211

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes  
EP 1124196 A2 E 11 G06F-017/60  
Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT  
LI LT LU LV MC MK NL PT RO SE SI TR

Abstract (Basic): EP 1124196 A2

NOVELTY - The web service (18) consists of a configuration manager (22) for using the customer requirements (16) received from web-based interface (20). The **provider databases** (32,34,36) generate web-accessible customized solutions (38).

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Electric equipment sales and service network;
- (b) Method for sales and service;
- (c) Method for electric equipment sales and service;
- (d) Method for sales and installation of electric equipment

USE - For use in sales, services, maintenance configuration of electric equipment e.g. motor, generator, switch gear, transformer, drive system, etc.

ADVANTAGE - Offers customer centric, enterprise service **provider** web site, with links to entire global **supply chain**.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of sales and service network for electrical equipment.

Customer requirement (16)  
Web service (18)  
Web-based interface (20)  
Configuration manager (22)  
**Provider databases** (32,34,36)  
Web-accessible customized solutions (38)  
pp; 11 DwgNo 2/4

Title Terms: SALE; SERVICE; NETWORK; ELECTRIC; EQUIPMENT; MOTOR;  
CONFIGURATION; MANAGE; CUSTOMER; REQUIRE; RECEIVE; WEB; BASED; INTERFACE  
Derwent Class: T01  
International Patent Class (Main): G06F-017/60  
File Segment: EPI

10/5/9 (Item 7 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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013628272 \*\*Image available\*\*  
WPI Acc No: 2001-112480/200112  
Related WPI Acc No: 2001-070642  
XRPX Acc No: N01-082543

Commerce system for conducting transactions via Internet has series of  
point of sale terminals connected to central database with  
interconnected service providers

Patent Assignee: IND WIDE NETWORKS PTY LTD (INWI-N)

Inventor: HILSON D A

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200101300	A1	20010104	WO 2000AU730	A	20000628	200112 B
AU 200061391	A	20010131	AU 200061391	A	20000628	200124

Priority Applications (No Type Date): AU 991235 A 19990628

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200101300	A1	E	96	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA  
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP  
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT  
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200061391	A			G06F-017/60	Based on patent WO 200101300
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Abstract (Basic): WO 200101300 A1

NOVELTY - The Industry Wide Network IWN interconnects entities using XML messaging and CORBA (common object request broker) to communicate to/from the central **database**. An IWN engine consisting of message conversion engine, **workflow** repository, data/object store and a transaction processor serves as a switchboard. The XML engine interacts with peripheral applications i.e. **merchant** terminal, web frontend, eCommerce brokerage operation, a payment and messaging engine.

DETAILED DESCRIPTION - The **merchant** engine has a point of sale terminal running via a browser (40) with java applets allowing terminal to connect to the IWN network. Data sent to IWN clearing house server, if not in XML format is forwarded to a translator and then queued in the **workflow** repository. A transaction processing engine sequences interactions using business rules from the **workflow** repository to ensure security and reliability. An INDEPENDENT CLAIM is also included for a method of conducting commercial transactions over the Internet.

USE - For conducting transactions via Internet.

ADVANTAGE - It allows direct selling of goods over the Internet from the producer to the customer, without commercial business arrangements which often require separate electronic fund transfer point of sale facilities. As a result, small **businesses** can increase its uptake of Internet type operations.

DESCRIPTION OF DRAWING(S) - The figure illustrates a schematic arrangement of the process of execution transactions by a **merchant** / consumer and Industry wide Network.

Browser (40)

pp; 96 DwgNo 1/7

Title Terms: SYSTEM; CONDUCTING; TRANSACTION; SERIES; POINT; SALE; TERMINAL  
; CONNECT; CENTRAL; **DATABASE** ; INTERCONNECT; SERVICE

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

12/5/6 (Item 2 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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014004815 \*\*Image available\*\*  
WPI Acc No: 2001-489029/200153  
XRPX Acc No: N01-361797

On-line order managing system, has system controller, accessible to a customer and a supplier via the Internet, which maintains an accessible web site for providing an interface to the customer

Patent Assignee: WHITE AMBER INC (WHIT-N)  
Inventor: KNIGHT D; TURANO K; VESCE S  
Number of Countries: 091 Number of Patents: 001  
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200159650	A1	20010816	WO 2000US33745	A	20001213	200153 B

Priority Applications (No Type Date): US 2000503035 A 20000211

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200159650	A1	E	82	G06F-017/60	

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN  
CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP  
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE  
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

Abstract (Basic): WO 200159650 A1

NOVELTY - A system controller (60), accessible to a customer (10) and a **supplier** (20) via the Internet (45), maintains an accessible web site for providing an interface to the customer. The interface is configured to prompt for and to receive from the customer data corresponding to a particular order which is subsequently transmitted by the controller to the **supplier**.

DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for an on-line order managing method.

USE - On-line order managing system.

ADVANTAGE - Employs a **workflow** in which e-mail messages are transmitted to a **supplier** or a first set of **suppliers** requesting that an order be filled. Can be configured to develop a knowledge base corresponding to various types of data that has been entered, to procure the optimal candidate.

DESCRIPTION OF DRAWING(S) - The figure shows the diagram illustrating the various components of a staffing management system.

Customer (10)  
**Supplier** (20)  
Internet (45)  
System controller (60)  
pp; 82 DwgNo 3/15

Title Terms: ON-LINE; ORDER; MANAGE; SYSTEM; SYSTEM; CONTROL; ACCESS;  
CUSTOMER; SUPPLY; MAINTAIN; ACCESS; WEB; SITE; INTERFACE; CUSTOMER  
Derwent Class: T01  
International Patent Class (Main): G06F-017/60  
File Segment: EPI



12/5/7 (Item 3 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013991858 \*\*Image available\*\*

WPI Acc No: 2001-476073/200151

XRPX Acc No: N01-352372

Supply chain **architecture for connecting customers, suppliers, logistics providers and financial institutions to a centralized supply chain server**

Patent Assignee: ISUPPLI CORP (ISUP-N)

Inventor: LIDOW D

Number of Countries: 093 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200152158	A2	20010719	WO 2001US1296	A	20010112	200151 B

Priority Applications (No Type Date): US 2000758509 A 20000622; US 2000213279 A 20000112

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200152158	A2	E	105	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

Abstract (Basic): WO 200152158 A2

NOVELTY - A system monitor (582) monitors the operation of all components of a **supply chain** server and facilitates the information flow, while customers (72) and the **suppliers** (74) can communicate with an extranet manager (580) through a fire-wall (590) and the customers, the **suppliers**, logistic **providers** (78) and banks (392) all communicate with a messaging services section (588) of the **suppliers**. The customers and **suppliers** are provided with access to order and forecast information and the manager (580) displays web pages and generates new web pages with information received from an enterprise resource planning system (584).

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for a method and system for processing customer demands, for a method and system for financing purchase of a product, for a method and system providing a customer with a desired product and for a method of insuring for supply/demand fluctuations.

USE - Providing a **supply chain** network.

ADVANTAGE - Providing more efficient and less costly **supply chain**.

DESCRIPTION OF DRAWING(S) - The drawing shows the architecture

**Suppliers** (74)

Customers (72)

Extranet manager (580)

Banks (392)

Planning system (584)

Messaging services section (588)

pp; 105 DwgNo 24/24

Title Terms: SUPPLY; CHAIN; ARCHITECTURE; CONNECT; CUSTOMER; SUPPLY;

LOGISTIC; FINANCIAL; INSTITUTION; SUPPLY; CHAIN; SERVE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/3 (Item 1 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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014073178 \*\*Image available\*\*  
WPI Acc No: 2001-557391/200162  
XRPX Acc No: N01-414266

**Health care request managing method for medical provider, involves generating health care request to obtain treatment proposal for medical symptom of patient**

Patent Assignee: HEALTH RESOURCES & TECHNOLOGY INC (HEAL-N)

Inventor: FALCHUK E; FALCHUK K H; HALPERIN J A

Number of Countries: 022 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200133484	A2	20010510	WO 2000US30221	A	20001102	200162 B

Priority Applications (No Type Date): US 99163520 A 19991104

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200133484	A2	E	35	G06F-019/00	
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Designated States (National): BR CA MX

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU

MC NL PT SE TR

Abstract (Basic): WO 200133484 A2

NOVELTY - A subset of medical **providers** having an expertise for treating the medical symptom of the patient, are selected. A care request is generated to obtain proposal for the symptom of patient, and is updated with medical information associated with symptom. A treatment proposal is selected from one or more of the proposals received from medical **providers**.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) Health care management system;

(b) Method of consulting medical specialist

USE - For medical **providers** such as hospital, medical specialists.

ADVANTAGE - Enables patients to receive comparative report information regarding cost and quality of services offered by medical **providers**. Offers benefits to patient as they obtain treatment proposals that accurately reflect the services of medical **providers**.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of health care management system.

pp; 35 DwgNo 1/7

Title Terms: HEALTH; CARE; REQUEST; MANAGE; METHOD; MEDICAL; GENERATE;

HEALTH; CARE; REQUEST; OBTAIN; TREAT; MEDICAL; SYMPTOM; PATIENT

Derwent Class: S05; T01

International Patent Class (Main): G06F-019/00

File Segment: EPI

14/5/5 (Item 3 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

014045576 \*\*Image available\*\*  
WPI Acc No: 2001-529789/200158  
XRPX Acc No: N01-393225

**Transportation contract negotiation system for Internet applications,  
accesses and reviews database and submits their bids for transportation  
lanes through computer network**

Patent Assignee: DIGITAL FREIGHT EXCHANGE INC (DIGI-N)  
Inventor: BLALOCK P C; CRAFT M R; JACKSON R H; KESSINGER B L; KINKEAD T W  
Number of Countries: 093 Number of Patents: 001  
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200157614	A2	20010809	WO 2001US3251	A	20010201	200158 B

Priority Applications (No Type Date): US 2000178919 A 20000201

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200157614	A2	E	178	G06F-000/00	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA  
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP  
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT  
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

Abstract (Basic): WO 200157614 A2

NOVELTY - The system has a database to store and maintain  
identification information related to shippers and carriers, data  
associated with **requests** for **quotations**. The carriers access and  
review the database and submit their bids for transportation lanes  
through computer network.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the  
following:

- (a) Transportation contracts negotiation method;
- (b) Transportation contract negotiation network;
- (c) System for communicating among shippers and carriers

USE - For use in Internet to ship the products by **manufacturers**,  
wholesalers and **retailers**.

ADVANTAGE - Enables reduction of labor, time and costs for both  
shippers and carriers. More frequent **request** for **quotations** (RFQs  
) can be conducted with less efforts. Shippers can review and analyze  
submitted bids according to their individual specifications through  
sorting and filtering techniques. Carriers can increase profitability,  
optimize assets, better forecast demand and improve their contract  
accuracy. Carriers can also compare their bids to other bids for better  
positioning of their bids with an understanding of current market  
pricing. Provides an efficient market place for shippers, carriers  
and/or other third parties like logistics **providers** and freight  
forwarders. Enables dynamic negotiation of single and multi-modal  
contracts through blind bidding or employing a quasi-reverse auction  
format. Also shippers can conduct bids on seasonal basis for specific  
requirement.

DESCRIPTION OF DRAWING(S) - The figure shows flowchart depicting  
general operation of the system from the perspective of a shipper.

pp; 178 DwgNo 1/36

Title Terms: TRANSPORT; CONTRACT; NEGOTIATE; SYSTEM; APPLY; ACCESS;  
DATABASE; SUBMIT; BID; TRANSPORT; LANE; THROUGH; COMPUTER; NETWORK

Derwent Class: T01

International Patent Class (Main): G06F-000/00

File Segment: EPI

14/5/7 (Item 5 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

014037203 \*\*Image available\*\*

WPI Acc No: 2001-521416/200157

XRFX Acc No: N01-386335

**Interactive bid exchange for buyer and seller transactions for products or services on a central open exchange using a form with standardized fields describing the products or services sorts RFQ and bid based on two fields**

Patent Assignee: OPEN BID EXCHANGE CORP (OPEN-N)

Inventor: CHEUNG T Y; POON P

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200109805	A2	20010208	WO 2000US40505	A	20000728	200157 B
AU 200071391	A	20010219	AU 200071391	A	20000728	200157

Priority Applications (No Type Date): US 99363415 A 19990729

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200109805 A2 E 27 G06F-017/60

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200071391 A G06F-017/60 Based on patent WO 200109805

Abstract (Basic): WO 200109805 A2

NOVELTY - With the method a buyer inputs a request (112) for quote of three fields of the goods or services sought by the buyer, and places it on an exchange on the Internet. The **seller** in response to the request offers a bid with fields describing the offered goods and services and places it on the exchange. The request is sorted and the bid based on the two fields. The buyer selects a bid on the exchange.

USE - As an interactive bid exchange for buyer and **seller** transactions for products or services on a central open exchange using a form with standardized fields describing the products or services.

ADVANTAGE - The identities of both the buyer and the **seller** are kept confidential until the buyer selects a specific bid for completing the transaction.

DESCRIPTION OF DRAWING(S) - The drawing shows a portion of the flowchart of the steps according to the present invention for use by a prospective buyer.

inputting the request via a form (112)

pp; 27 DwgNo 1A/2

Title Terms: INTERACT; BID; EXCHANGE; BUY; TRANSACTION; PRODUCT; SERVICE; CENTRAL; OPEN; EXCHANGE; FORM; FIELD; DESCRIBE; PRODUCT; SERVICE; SORT; BID; BASED; TWO; FIELD

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/8 (Item 6 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013981101 \*\*Image available\*\*  
WPI Acc No: 2001-465315/200150  
XRPX Acc No: N01-345156

Requesting method for a quotation e.g. for Internet, comprises inputting attributes of a specific product into a database, the quantity of product, and delivery specifications, selecting suppliers to submit the request for quotation

Patent Assignee: HOFFMAN GROUP LTD (HOFF-N)

Inventor: HOFFMAN R P

Number of Countries: 094 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200152162	A1	20010719	WO 2001US333	A	20010105	200150 B

Priority Applications (No Type Date): US 2000175096 A 20000107

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200152162	A1	E	31	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW

Abstract (Basic): WO 200152162 A1

NOVELTY - A buyer creates and submits a **Request For Quotation (RFQ)** (20) by completing the **RFQ** form (45), and then selects the **suppliers** (50) from a list of potential **suppliers** who can supply the product requested based on the specifications of the buyer. The **RFQ** is submitted to a **supplier** 's inbox or by a wireless method (55).

DETAILED DESCRIPTION - INDEPENDENT CLAIM is also included for the following:system for a buyer

USE - For the Internet.

ADVANTAGE - Allows a business to business transaction, where the payment is not simply a credit card. A buyer **requests** a **quotation** from a particular **seller** about buying a product from the **seller**. Based on the specifications provided by the buyer to the **seller** about the product, which include, quantity, shipping date, method of shipment and other characteristics, the **seller** provides a quotation to the buyer.

DESCRIPTION OF DRAWING(S) - The flow chart shows a **request** for **quotation**.

pp; 31 DwgNo 1/8

Title Terms: REQUEST; METHOD; QUOTATION; COMPRISE; INPUT; ATTRIBUTE; SPECIFIC; PRODUCT; DATABASE; QUANTITY; PRODUCT; DELIVER; SPECIFICATION; SELECT; SUPPLY; SUBMIT; REQUEST; QUOTATION

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/9 (Item 7 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013966950 \*\*Image available\*\*  
WPI Acc No: 2001-451164/200148  
XRPX Acc No: N01-334061

**Virtual marketplace for negotiating sales of bulk, non-commodity food products, has computer connected to international computer network which interconnects remote buyers and suppliers of food products**

Patent Assignee: DE LA MOTTE A L (DMOT-I)

Inventor: BRACKINREED B L; DE LA MOTTE A L; NESLON C

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200109697	A2	20010208	WO 2000US20701	A	20000728	200148 B
AU 200065020	A	20010219	AU 200065020	A	20000728	200148

Priority Applications (No Type Date): US 99364711 A 19990730

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200109697	A2	E	56	G06F-000/00	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA  
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP  
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT  
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200065020	A			G06F-000/00	Based on patent WO 200109697
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Abstract (Basic): WO 200109697 A2

NOVELTY - A computer is connected to an international computer network which interconnects remote buyers and **suppliers** of bulk, non-commodity food products. A software operates on the computer to receive an **RFQ** for a food product from a buyer via the network and present the **RFQ** to at least some of the **suppliers** via the network.

DETAILED DESCRIPTION - The software operates on the computer to further receive one or more quotes for the food product from one or more **suppliers** via the network and present at least one of the quotes to the buyer via the network. An INDEPENDENT CLAIM is also included for a method of facilitating a transaction involving the purchase of bulk, non-commodity food products.

USE - For negotiating sales of bulk, non-commodity food products.

ADVANTAGE - Enables buyers and **suppliers**, wherever located, to fairly, efficiently and knowledgeably negotiate directly among themselves for the purchase and sale of products. Allows subjective characteristics of product to be evaluated and objectively rated based on generally accepted levels of quality. Allows buyers and **suppliers** to negotiate using mutually understood descriptions of product quality to rationally value **supplier**'s products in comparison to those of competing **suppliers**.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of a trading system in which the virtual marketplace is applied.

pp; 56 DwgNo 1/4

Title Terms: VIRTUAL; NEGOTIATE; SALE; BULK; NON; COMMODITY; FOOD; PRODUCT;  
COMPUTER; CONNECT; INTERNATIONAL; COMPUTER; NETWORK; INTERCONNECT; REMOTE  
; BUY; SUPPLY; FOOD; PRODUCT

Derwent Class: T01

International Patent Class (Main): G06F-000/00

File Segment: EPI

14/5/11 (Item 9 from file: 350)  
DIALOG(R) File 350: Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013956833 \*\*Image available\*\*

WPI Acc No: 2001-441047/200147

XRFX Acc No: N01-326283

**Web based computer system for product vendors, creates and stores proposal with selected responses, and notifies RFP creator electronically**

Patent Assignee: PROPOSAL TECHNOLOGIES NETWORK INC (PROP-N)

Inventor: SPENCER J S

Number of Countries: 094 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200115022	A1	20010301	WO 2000US22923	A	20000821	200147 B
AU 200067931	A	20010319	AU 200067931	A	20000821	200147

Priority Applications (No Type Date): US 99379172 A 19990823

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200115022	A1	E	56	G06F-017/30	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200067931	A			G06F-017/30	Based on patent WO 200115022
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Abstract (Basic): WO 200115022 A1

NOVELTY - Question database is accessed via web site to store **RFP** questions. Web linked computer is used by **RFP** creator to create **RFP** selected questions and is stored with accessibility to respondent. **RFP** respondent is electronically notified, response database is searched for matching and selecting responses. Another computer creates, stores proposal with selected responses and **RFP** creator is electronically notified.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

- (a) Request generating method;
- (b) Programming system;
- (c) Computer readable medium

USE - For managing **request** for **proposal** and responses used to identify **vendors** for products and services.

ADVANTAGE - Automates and facilitates creation of **RFP** response to **RFP**. Easier to access, interpret and analyze all the pertinent data in a localized environment, thereby greatly enhancing efficiency and decreasing cost. Allows collaborative behavior to have responses and questions and produce results directly from analysis database.

DESCRIPTION OF DRAWING(S) - The figure shows the simplified flow diagram of web based computer system.

pp; 56 DwgNo 2/24

Title Terms: WEB; BASED; COMPUTER; SYSTEM; PRODUCT; VENDING; STORAGE;

SELECT; RESPOND; NOTIFICATION; CREATION; ELECTRONIC

Derwent Class: T01

International Patent Class (Main): G06F-017/30

International Patent Class (Additional): G06F-017/60

File Segment: EPI

14/5/13 (Item 11 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013896636 \*\*Image available\*\*  
WPI Acc No: 2001-380849/200140  
XRPX Acc No: N01-279262

**Data processing system for computerized planning guide, has database containing information of destinations, facilities, suppliers of goods and services related to planning and organizing meetings or conference**

Patent Assignee: PLANSOFT CORP (PLAN-N)

Inventor: FRANK T W

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200110185	A2	20010215	WO 2000US21440	A	20000804	200140 B
AU 200065237	A	20010305	AU 200065237	A	20000804	200140

Priority Applications (No Type Date): US 99147425 A 19990805

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200110185	A2	E	75	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH  
CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE  
KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU  
SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200065237	A			G06F-017/60	Based on patent WO 200110185
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Abstract (Basic): WO 200110185 A2

NOVELTY - A database maintained on the general purpose computer contains information of destinations (102), facilities (103) and **suppliers** of goods (104) and also services related to planning and organizing meetings or conferences. A computer program is used for locating destinations, facilities and **suppliers** of goods and services for conducting meetings or conference.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

(a) Data processing method;

(b) Data processing program

USE - For computerized online planning guide organizing information about meetings and conferences in business world.

ADVANTAGE - The information is easily accessible to users, as the information regarding meetings or conferences is arranged in a searchable directories. Provides a **request** for **proposal** form in uniform format acceptable to many facilities.

DESCRIPTION OF DRAWING(S) - The figure shows the flow diagram of planning guide showing several primary categories of information.

Destinations (102)

Facilities (103)

Goods (104)

pp; 75 DwgNo 1/25

Title Terms: DATA; PROCESS; SYSTEM; PLAN; GUIDE; DATABASE; CONTAIN;

INFORMATION; DESTINATION; FACILITY; SUPPLY; GOODS; SERVICE; RELATED; PLAN  
; CONFER

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI



14/5/14 (Item 12 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

013844238 \*\*Image available\*\*

WPI Acc No: 2001-328451/200134

XRPX Acc No: N01-236366

**Request for bid method implemented over communications network between  
buyer platform, host and vendor platform, by requesting bids for  
products and/or services over communications network**

Patent Assignee: PSI ETAB (PSIP-N)

Inventor: BLETH J J; HINTZ M; KENSOK J M; TORMASCHY W R

Number of Countries: 093 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200127839	A1	20010419	WO 2000US28075	A	20001010	200134 B
AU 200080105	A	20010423	AU 200080105	A	20001010	200147

Priority Applications (No Type Date): US 99174036 A 19991230; US 99158763 A 19991012

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200127839	A1	E	70	G06F-017/60	
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Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA  
CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP  
KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT  
RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200080105	A			G06F-017/60	Based on patent WO 200127839
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Abstract (Basic): WO 200127839 A1

NOVELTY - The request for bid method involves requesting bids for products and services over a communications network, to match buyers with multiple appropriate **vendors** while removing the need for any initial screening. buyer submits a **request** for a **quotation (RFQ)** (200) over the network (100) to a request for bid (RFB) application (110). The RFB application (110) converts the **RFQ** (200) to a sales lead (150) and submits it to **vendors** (V) who prepares a quotation (160) and sends it to the RFB application. The RFB application, in turn, generates and directs a buyer quotation (165) to the corresponding buyer (B).

DETAILED DESCRIPTION - The method involves requesting bids for products and/or services (202) over a communications network (100). A buyer submits a **request** for a **quotation (RFQ)** (200) over the network (100) to a request for bid (RFB) application (110). The RFB application (110) converts the **RFQ** (200) to a sales lead (150) and submits it to **vendors** (V) who prepares a quotation (160) and sends it to the RFB application. The RFB application, in turn, generates and directs a buyer quotation (165) to the corresponding buyer (B). The buyer can then contact the **vendor** (V) to accept or reject the buyer quotation (165). INDEPENDENT CLAIMS are included for; a method to generate a sales lead at a host based on a request for a quote received from a buyer platform over a network; a method for charging for sales leads at a host based on a request for quote received from a buyer platform over a communications network.

USE - Requesting bids for products and services over a communications network, to match buyers with multiple appropriate **vendors** while removing the need for any initial screening.

ADVANTAGE - Provides low-costs anonymous request for bid method to help buyer with nearly any purchase of goods or services online.

DESCRIPTION OF DRAWING(S) - The drawing shows a high-level diagram showing the interaction between buyers, **vendors** and the RFB application of the invention for use over e.g. the Internet.

Communications network (100)

Request for bid application (110)

Sales lead (150)

Quotation (160)

Buyer quotation (165)

Goods/services (202)

pp; 70 DwgNo 1/18

Title Terms: REQUEST; BID; METHOD; IMPLEMENT; COMMUNICATE; NETWORK; BUY;  
PLATFORM; HOST; VENDING; PLATFORM; REQUEST; BID; PRODUCT; SERVICE;  
COMMUNICATE; NETWORK

Derwent Class: T01; T05; W01

International Patent Class (Main): **G06F-017/60**

File Segment: EPI

14/5/15 (Item 13 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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013796988 \*\*Image available\*\*

WPI Acc No: 2001-281200/200129

XRPX Acc No: N01-200514

**Computerized method for professional service provider, involves providing request for proposal according to desired service to service providers and to forward received proposals from service providers to user**

Patent Assignee: RAYMOND J J (RAYM-I)

Inventor: RAYMOND J J

Number of Countries: 090 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200072207	A1	20001130	WO 2000US13672	A	20000517	200129 B
AU 200052748	A	20001212	AU 200052748	A	20000517	200129

Priority Applications (No Type Date): US 99135195 A 19990521

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200072207	A1	E	35	G06F-017/60	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN  
CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP  
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE  
SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200052748	A			G06F-017/60	Based on patent WO 200072207
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Abstract (Basic): WO 200072207 A1

NOVELTY - A **request** for **proposal** corresponding to a desired service, such as plumbing service, automobile repair service, is forwarded to several service **providers** . The proposals received from the service **providers** corresponding to the forward request is forwarded to the user so that an user selects one of the proposals to initiate a transaction.

USE - For professional services such as plumbing service, automobile repair service, medical service for service **providers** such as doctors, lawyer, accountants, bankers, investors, IT service **providers** .

ADVANTAGE - Enables to obtain proposals from several service **providers** quickly, without having to independently identify and to contact individual service **providers** . Enables to maintain the anonymity of user.

DESCRIPTION OF DRAWING(S) - The figure shows a block diagram of computer system for bidding professional services.

pp; 35 DwgNo 1/9

Title Terms: METHOD; PROFESSIONAL; SERVICE; REQUEST; ACCORD; SERVICE; SERVICE; FORWARD; RECEIVE; SERVICE; USER

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/16 (Item 14 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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013790692

WPI Acc No: 2001-274903/200129

XRFX Acc No: N01-196463

Computer implemented method of trading among members where customers post requests for goods or services and vendors review the requests and post proposals which may involve co-operation with other vendors

Patent Assignee: HEWLETT-PACKARD CO (HEWP )

Inventor: CARPENTER R L

Number of Countries: 025 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1054333	A2	20001122	EP 2000109921	A	20000510	200129 B

Priority Applications (No Type Date): US 99316410 A 19990520

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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EP 1054333	A2	E	13	G06F-017/60	
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT  
LI LT LU LV MC MK NL PT RO SE SI

Abstract (Basic): EP 1054333 A2

NOVELTY - Customer and **vendor** members are registered and only members may participate in dealings. Customers post requests for goods or services and **vendors** review posted requests and may co-operate to post proposals. The customers can view all posted proposals and may negotiate to conclude an agreement. Dealings may be conducted over The Internet or other electronic networks. Histories of dealings by individual members may be stored and accessed by other members and model agreements may also be stored for use by dealing members.

USE - In electronic commerce.

ADVANTAGE - Provides an efficient process for concluding complex, multi-party agreements.

pp; 13 DwgNo 0/3

Title Terms: COMPUTER; IMPLEMENT; METHOD; TRADE; MEMBER; CUSTOMER; POST; REQUEST; GOODS; SERVICE; VENDING; REVIEW; REQUEST; POST; CO; OPERATE; VENDING

Derwent Class: T01; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/18 (Item 16 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
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013507130 \*\*Image available\*\*  
WPI Acc No: 2000-679074/200066  
XRPX Acc No: N00-502732

Computer internet-based system for selecting goods and service providers  
, financial and industrial applications, searches database electronically  
to identify suppliers with qualification relating to user's request

Patent Assignee: ANDRESHAK J (ANDR-I); CADOUX R L (CADO-I); O'CONNOR T P  
(OCON-I)

Inventor: ANDRESHAK J; CADOUX R L; O'CONNOR T P

Number of Countries: 088 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200041087	A1	20000713	WO 99US30854	A	19991228	200066 B
AU 200023861	A	20000724	AU 200023861	A	19991228	200066

Priority Applications (No Type Date): US 99469224 A 19991222; US 98114589 A  
19981231; US 99150296 A 19990823

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 200041087	A1	E	134	G06F-015/16	
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Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN  
CR CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR  
KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR  
IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200023861	A			G06F-015/16	Based on patent WO 200041087
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Abstract (Basic): WO 200041087 A1

NOVELTY - The information about information technology **provider**  
(ITP) is stored in a database. Based on a request from customer, the  
desired goods or service of customer is identified and correspondingly  
the **suppliers** with qualifications are electronically searched in the  
database. The customer selects the desired **suppliers** from the  
searched **suppliers** electronically and sends a request.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are also included for the  
following:

(a) method of providing computer-implemented service for selecting  
goods and service **providers** ;

(b) electronic transaction method;

(c) computer-implemented method of identifying goods;

(d) system for identifying goods;

(e) method for online advertising to customer;

(f) system for online advertising to customer

USE - For selecting goods and service **providers** in electronic  
market places e.g. for information technology and telecommunication  
field and for financial and industry-specific services, via LAN, WAN,  
extranet or intranet.

ADVANTAGE - Provides an efficient, secure and quality marketplace  
for information technology requirements. Enables customers to browse  
through ITP websites or specific brochure-ware for specific services  
and/or have the service automatically send that **request** for **proposal**

(RFF) to selected ITP. Ensures customer privacy and security and  
limits number of service **providers** and customers. Facilitates and  
improves service to users, by collecting valuable data about customers  
and ITPs. Provides technique for pricing online advertisement based on  
requirement of target potential customer.

DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of  
internet-based computer system.

pp; 134 DwgNo 1/34

Title Terms: COMPUTER; BASED; SYSTEM; SELECT; GOODS; SERVICE; FINANCIAL;  
INDUSTRIAL; APPLY; SEARCH; DATABASE; ELECTRONIC; IDENTIFY; SUPPLY;

QUALIFY; RELATED; USER; REQUEST

Derwent Class: T01

14/5/21 (Item 19 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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013148642 \*\*Image available\*\*

WPI Acc No: 2000-320514/200028

XRPX Acc No: N00-240621

Process for completing contractual agreement over WAN for purchasing e.g. vehicle by selecting price quotation that is further checked through database of existing product configuration on base of customer desired set of attributes

Patent Assignee: CHROME DATA CORP (CHRO-N)

Inventor: GARRIGUS T; HUG C; NABORS F; ZHANG C

Number of Countries: 026 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
EP 1001355	A2	20000517	EP 99203749	A	19991109	200028 B
CA 2289249	A1	20000509	CA 2289249	A	19991108	200040

Priority Applications (No Type Date): US 99374577 A 19990813; US 98188863 A 19981109

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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EP 1001355	A2	E	48	G06F-017/60	
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Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT

LI LT LU LV MC MK NL PT RO SE SI

CA 2289249	A1	E		G06F-017/60	
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Abstract (Basic): EP 1001355 A2

NOVELTY - The method involves transmitting a request for quote ( RFQ ) (56) to a target set of **sellers** (30) using a WAN expecting a price quotation (62) from at least one **seller** using the WAN. From received quotations a quoted price is selected that may be acceptable by the customer and an acceptance to the **seller** is transmitted (64).

USE - For facilitating customer driven sales of product having multiple configurations over wide area electronic network.

ADVANTAGE - Facilitates customer driven sales over the Internet while provides customer security of trading particularly protecting customer against unscrupulous **seller** .

DESCRIPTION OF DRAWING(S) - The drawing shows apparatus and process of a first embodiment of the present invention.

server (22)

**seller** (30)

pp; 48 DwgNo 1/17

Title Terms: PROCESS; COMPLETE; AGREE; WAN; PURCHASE; VEHICLE; SELECT;

PRICE; QUOTATION; CHECK; THROUGH; DATABASE; EXIST; PRODUCT; CONFIGURATION ; BASE; CUSTOMER; SET; ATTRIBUTE

Derwent Class: T01; T05; W01

International Patent Class (Main): G06F-017/60

File Segment: EPI

14/5/25 (Item 23 from file: 350)  
DIALOG(R) File 350:Derwent WPIX  
(c) 2001 Derwent Info Ltd. All rts. reserv.

011479792 \*\*Image available\*\*  
WPI Acc No: 1997-457699/199742  
Related WPI Acc No: 1997-435329  
XRPX Acc No: N97-381162

**Computerised quotation system for buying and selling goods and services -**  
**uses request for quotation information made by buyer and broadcast by**  
**central processing unit to all relevant service providers**

Patent Assignee: GIOVANNOLI J (GIOV-I)

Inventor: GIOVANNOLI J

Number of Countries: 070 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9733215	A2	19970912	WO 97US3501	A	19970218	199742 B
AU 9720696	A	19970922	AU 9720696	A	19970218	199804

Priority Applications (No Type Date): US 96603906 A 19960222

Cited Patents: No-SR.Pub

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
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WO 9733215	A2	E	35	G06F-000/00	
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Designated States (National): AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE  
DK EE ES FI GB GE HU IL IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK  
MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG UZ VN

Designated States (Regional): AT BE CH DE DK EA ES FI FR GB GR IE IT KE  
LS LU MC MW NL OA PT SD SE SZ UG

AU 9720696	A			G06F-013/00	Based on patent WO 9733215
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Abstract (Basic): WO 9733215 A

The computerised system forms a computer-based communications network of network members inclusive of network buyers and/or network **vendors** for processing **requests** for **quotation** for goods and services through at least one central processing unit including operating software for controlling the central processing unit. A storage element contains identification of the network members. Network buyers are able to generate a **request** for **quotation** of goods and/or services.

The **request** for **quotation** is transmitted to the central processing unit. A filter element filters the network members stored to determine which members are to receive the **request** for **quotation** based on filter conditions set up by the network buyer in the quotation request or by the central processing unit in accordance with preestablished conditions. The quotation request is broadcast to selected network members. The response is either a direct response from the selected network members or a list of the relevant network members for the generator of the request so that he may establish independent communication.

ADVANTAGE - Makes process of locating goods very easy, even over large geographical distances such as between countries. Creates opportunity for buyers to relate to **vendors** without rigid structure operating through centralised computer data base as required by existing methods.

Dwg.4/8

Title Terms: COMPUTER; QUOTATION; SYSTEM; BUY; SELL; GOODS; SERVICE;  
REQUEST; QUOTATION; INFORMATION; MADE; BUY; BROADCAST; CENTRAL; PROCESS;  
UNIT; RELEVANT; SERVICE

Derwent Class: T01

International Patent Class (Main): G06F-000/00 ; G06F-013/00

International Patent Class (Additional): G06F-019/00

File Segment: EPI

File 348:EUROPEAN PATENTS 1978-2001/Oct W04

(c) 2001 European Patent Office

File 349:PCT FULLTEXT 1983-2001/UB=20011101,UT=20011025

(c) 2001 WIPO/Univentio

Set	Items	Description
S1	1578	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	296716	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MER- CHANT? ? OR SELLER? ? OR VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR MANUFACTURER? ? OR RETAILER? ?
S3	876	REQUEST? ?(3W)(PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR R- FP OR RFPS OR RFQ OR RFQS
S4	53	(NONDISCLOSURE OR (NON OR "NOT") (2N)DISCLOS? OR CONFIDENTI- ALITY) (3N)AGREEMENT? ?
S5	94278	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N) (SITE OR SERVE- R)
S6	0	S1(S)S2(S)S3(S)S4(S)S5
S7	0	S1(S)S2(S)S3(S)S4
S8	102	S2(S)S5(S)S3:S4
S9	11	S1/TI,AB,CM AND S8
S10	1	S3(S)S4
S11	3449	S2(5N)S5
S12	8454	IC=G06F-017/60
S13	21	S12 AND S4
S14	13	(S4 AND IC=G06F) NOT S13
S15	6	S1(S)S2(S)S3
S16	99	S2(S)S3(S)S5
S17	46	S16/TI,AB,CM
S18	28	S17 AND S12
S19	23	S18 NOT (S9 OR S10 OR S13:S15)
S20	6	S1(S)S3 AND S12
S21	0	S20 NOT S15
S22	1	AU="SILVERSTONE YAARIT"
S23	4	AU="MCGOWAN PAUL":AU="MCGOWAN PAUL THOMAS"
S24	1	S22:S23 AND IC=G06F



9/5,K/1 (Item 1 from file: 349)  
DIALOG(R) File 349:PCT FULLTEXT  
(c) 2001 WIPO/Univentio. All rts. reserv.

00833797 \*\*Image available\*\*

METHOD AND PROCESS FOR PROVIDING RELEVANT DATA, COMPARING PROPOSAL  
ALTERNATIVES, AND RECONCILING PROPOSALS, INVOICES, AND PURCHASE ORDERS  
WITH ACTUAL COSTS IN A WORKFLOW PROCESS

PROCEDE ET PROCESSUS PERMETTANT D'OBTENIR DES DONNEES PERTINENTES, DE  
COMPARER DES PROPOSITIONS ALTERNATIVES ET DE RAPPROCHER DES  
PROPOSITIONS, DES FACTURES ET DES BULLETINS DE COMMANDE AVEC DES COUTS  
EFFECTIFS DANS UN PROCESSUS DE DEROULEMENT DU TRAVAIL

Patent Applicant/Assignee:

WELLOGIX INC, 1160 Dairy Ashford, Suite 400, Houston, TX 77079, US, US  
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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BODNAR Robert, 10309 South Royal Eagle Street, Highlands Ranch, CO 80126,  
US, US (Residence), US (Nationality), (Designated only for: US)

LOPUS Thomas A, 8111 Cedar Brush Circle, Spring, TX 77379, US, US  
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Legal Representative:

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4700, Denver, CO 80202-5647, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200167354 A1 20010913 (WO 0167354)

Application: WO 2001US7214 20010306 (PCT/WO US0107214)

Priority Application: US 2000187345 20000306; US 2000672938 20000928; US  
2000236998 20000929

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 29272

English Abstract

The present invention provides a process and a system for matching buyers and sellers of goods and/or services for a project. The invention enables a buyer to specify a project in terms of physical, functional, temporal, financial, and/or transactional parameters that are then automatically converted into at least one request for goods/services perform work related to the project (102). The requests are suitably provided to at least one seller, who may be pre-identified by the buyer as a preferred seller. The requests may be accompanied by supporting information or reference links to sources of such supporting information. Upon receiving a request, the seller may submit a response to the request, as desired. The seller's response may likewise include attachments with information supporting the proposal, or reference links to such information in other sources. The process itself provides a library of industry information for the benefit of users accessible from a respository in the system or via reference links to other sources. The invention provides an environment for the manipulation of proposal data to compare proposals between multiple sellers (104) and to identify economics of scale across similar projects (106), a forum for the negotiation of any agreements and the formation of contracts to provide the requested, or alternative goods/services (108), as well as reconciliation of purchase orders, actual field costs (110), and invoices (112).

9/5,K/10 (Item 10 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
(c) 2001 WIPO/Univentio. All rts. reserv.

00753791 \*\*Image available\*\*

**INTERNET-BASED COMMERCE SYSTEM**  
**SYSTEME DE COMMERCE VIA INTERNET**

Patent Applicant/Assignee:

SICOMNET INC, 2918 Fifth Avenue, Suite 210, San Diego, CA 92103, US, US  
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

BERAN James G, 4580 Vista Street, San Diego, CA 92116, US, US (Residence)  
, US (Nationality), (Designated only for: US)

TOLLEFSON Kenneth D, 12125 Salix Court, San Diego, CA 92129, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

BEN-MEIR David H, Lyon & Lyon LLP, 633 West Fifth Street, Suite 4700, Los  
Angeles, CA 90071-2066, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200067171 A1 20001109 (WO 0067171)

Application: WO 2000US11099 20000425 (PCT/WO US0011099)

Priority Application: US 99132337 19990503; US 2000477054 20000103

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE

DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK

SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11287

**English Abstract**

An internet-based commerce system (100) simultaneously usable by multiple purchasing organizations (112) and multiple **vendors** (114) while controlled by a virtual single server and **database** is disclosed. The commerce system handles the requisitions for goods and services by system users within an purchasing organization and directs requisitions to other users for approval within that purchasing organization using approval routes electronically established within the **database** . Requisitions are electronically processed into **Requests** for **Quotation** (RFQ ), **Requests** for Information (RFI) or **Requests** for Bid (RFB) that are then released to the internet for electronic responses by users representing **vendors** who access the system. **Vendors** with profiles matching the requests are notified preferably through response-prompting e-mail. Using the system, buyer users for purchasing organizations process electronic responses into awards. The system then notifies the awardees and other **vendors** .

13/5,K/18 (Item 18 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00748797 \*\*Image available\*\*

**COMPARATIVE QUOTING SYSTEM**  
**SYSTEME DE COTATION COMPARATIVE**

Patent Applicant/Assignee:

CONSUMER FINANCIAL NETWORK, Suite 100, 4450 River Green Parkway, Duluth,  
GA 30096, US, US (Residence), US (Nationality)

Inventor(s):

YOUNG John M, 4000 Post Gate Drive, Cumming, GA 30040, US  
GILLESPIE Teresa J, 5720 Ashwood Trace, Alpharetta, GA 30202, US  
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CHLAN Michael M, 10565 Kingsmark Trail, Alpharetta, GA 30022, US  
BEAM Charles A, 4684 Avocet Drive, Norcross, GA 30092, US

Legal Representative:

KUESTER Jeffrey R, Thomas, Kayden, Horstemeyer & Risley, L.L.P., Suite  
1500, 100 Galleria Parkway, N.W., Atlanta, GA 30339, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200062219 A1 20001019 (WO 0062219)

Application: WO 99US8129 19990413 (PCT/WO US9908129)

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD

MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ

VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13056

English Abstract

A comparative quoting system receives quote request information from  
users (40, 44) and provides comparative quote result information in  
return, which includes communicating with a plurality of remotely located  
providers.

French Abstract

Un systeme de cotation comparative recoit des donnees relatives a des  
demandes de cotation emanant d'usagers (40, 44) et fournit, en retour,  
des donnees relatives a des resultats de cotation comparative, englobant  
la communication avec une pluralite de fournisseurs bases a distance.

Legal Status (Type, Date, Text)

Publication 20001019 A1 With international search report.

Examination 20010215 Request for preliminary examination prior to end of  
19th month from priority date

Main International Patent Class: **G06F-017/60**

Fulltext Availability:

Detailed Description

Detailed Description

... which requests the user's approval of the system obtaining credit  
information on the user. Step 530 then determines whether the member  
agreed to the **disclosure agreement**. If not, the system proceeds to  
step 532 where it stops. Alternatively, the system may return to the main  
menu at step 486, or the auto finance...

14/5,K/3 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00813215 \*\*Image available\*\*

**INTERNET-BASED ELECTRONIC PHARMACEUTICAL TRANSACTIONS METHOD**  
**PROCEDE DE TRANSACTIONS PHARMACEUTIQUES ELECTRONIQUES SUR INTERNET**

Patent Applicant/Assignee:

ELI LILLY AND COMPANY, Lilly Corporate Center, Drop Code 1104,  
Indianapolis, IN 46285, US, US (Residence), US (Nationality), (For all  
designated states except: US)

Patent Applicant/Inventor:

POSADA James Arthur, 3575 Inverness Boulevard, Carmel, IN 46032, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

WEBSTER Thomas D (et al) (agent), Eli Lilly and Company, Lilly Corporate  
Center, Indianapolis, IN 46285, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200146831 A2 20010628 (WO 0146831)

Application: WO 2000US32445 20001211 (PCT/WO US0032445)

Priority Application: US 99172715 19991220

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 7856

**English Abstract**

Disclosed are computer-implemented methods, computer systems, and computer apparatus to facilitate trade of one or more pharmaceutical or biotechnological assets on-line. An on-line commerce site (200) is provided that can be accessed by a computer network including the internet. The on-line site (200) can list assets from different listing parties and respond to queries from interested parties to provide asset information. The on-line site (200) can also provide access to a number of services from a services mall (4) to facilitate completion of an asset transaction between one of the listing parties and one of the interested parties.

**French Abstract**

L'invention concerne des procedes informatiques, des systemes informatiques et un dispositif informatique destines a faciliter l'echange d'un ou de plusieurs produits pharmaceutiques ou biotechnologiques en ligne. Un site de commerce en ligne (200) est accessible par l'intermediaire d'un reseau informatique tel que l'Internet. Ce site en ligne (200) peut lister des produits provenant de differentes parties de listage et repondre a des demandes en provenance de parties interessees de maniere a fournir des informations sur ces produits. Ledit site en ligne (200) peut egalement fournir un acces a une pluralite de services provenant d'un centre de services (4) afin de faciliter l'execution d'une transaction de produit entre l'une des parties de listage et l'une des parties interessees.

Legal Status (Type, Date, Text)

Publication 20010628 A2 Without international search report and to be  
republished upon receipt of that report.

Examination 20011004 Request for preliminary examination prior to end of  
19th month from priority date

Main International Patent Class: G06F-017/00

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... particular asset may query the exchange to obtain superficial non-confidential information. In the event the querying firm is interested in an asset, optionally, a **confidentiality agreement** can be executed between the parties, on-line, with legal services provided through the on-line site. Upon analysis of the confidential information, the buyer...aspect, due diligence pit 210 could provide some proprietary self-service features including valuation models, standard market research data, and optionally, attorney services to establish **confidentiality agreements** prior to entering the due diligence process. In addition, due diligence pit 210 could serve as a storefront for selected partner firms that will facilitate...

14/5,K/9 (Item 8 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00565065

**SYSTEM FOR PROVIDING BUSINESS INFORMATION**

**SYSTEME PERMETTANT DE FOURNIR DES INFORMATIONS COMMERCIALES**

Patent Applicant/Assignee:

EFIRMS COM INC,  
THOMAS Brian Christopher,  
OSBORNE Jason Daniel,

Inventor(s):

THOMAS Brian Christopher,  
OSBORNE Jason Daniel,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200028438 A1 20000518 (WO 0028438)

Application: WO 99US25886 19991104 (PCT/WO US9925886)

Priority Application: US 98186927 19981106; US 99253112 19990219

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM

TR TT UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY

KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Main International Patent Class: **G06F-017/30**

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10810

**English Abstract**

An apparatus, method and data structure for communicating business information, including outsourcing information. Contractors provide information regarding their products and services into the system (170). Outsourcing companies search a database (220) containing contractor information (230) to determine which contractors meet a particular search criteria. Selected contractors receive project information (240) and, optionally, a bid template (270). Bid information is supplied to the system. The system prepares a table of bid information that is sent to the outsourcing companies for review. Evaluation information relating to contractors and outsourcing companies is obtained from both outsourcing companies and contractors and is provided to outsourcing companies and contractors as part of the bid and project information.

**French Abstract**

L'invention concerne un dispositif, un procede et une structure de donnees qui permettent de communiquer des informations commerciales, notamment des informations d'externalisation. Les sous-traitants entrent dans le systeme des informations concernant leurs produits et services (170). Les entreprises qui externalisent recherchent dans une base de donnees (220) des informations sur les sous-traitants afin de determiner quels sont ceux qui satisfont a des criteres de recherche particuliers. Les sous-traitants selectionnes recoivent des informations concernant le projet (240) et, eventuellement, un modele de soumission (270). Les informations concernant la soumission sont entrees dans le systeme. Celui-ci prepare un tableau des informations de soumission, qu'il envoie aux entreprises qui externalisent a des fins de revision. Les informations d'evaluation concernant les sous-traitants et les entreprises qui externalisent sont fournies par lesdites entreprises et lesdites sous-traitants, qui les recoivent sous forme d'informations de soumission et de projet.

Main International Patent Class: **G06F-017/30**

Fulltext Availability:

Detailed Description

Detailed Description

... and acquisition targets. Of course, the system IO would necessarily need to comply with state and federal laws and regulations, and it is likely that **confidentiality agreements** and the like would be supplied.

In another aspect, insurance companies may enter general information regarding health care, disability, automobile, home, and the like, into

...

?

15/5,K/1 (Item 1 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00839976 \*\*Image available\*\*

**BUSINESS TECHNOLOGY EXCHANGE AND COLLABORATION SYSTEM**  
**SYSTEME D'ECHANGE ET DE COOPERATION EN MATIERE DE TECHNOLOGIE D'AFFAIRES**  
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200173661 A1 20011004 (WO 0173661)

Application: WO 2001US9697 20010327 (PCT/WO US0109697)

Priority Application: US 2000192600 20000327

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 27977

English Abstract

A method, system, and apparatus for technology exchange and collaboration on a computer network such as the Internet, see fig. 3. A member (306) is granted access to substantive content on the community web site after registering (315) with the system and satisfying qualification criteria (322). Each community member is required to create a personal profile tailored to the role that the member serves in the community. If the member's role is that of a Supplier, the member creates a project profile for each technology innovation. The system facilitates collaboration between a technology Supplier and a Buyer of a technology asset (235) or a Contributor to a technology project by comparing the member profiles to identify a member whose search requirements match another member's search requirements. When a member decides to exchange technology with a Supplier, he requests direct contact with the Supplier and negotiates technology transfer agreements that protect the intellectual property rights of both parties. The evaluation and collaboration development of the technology is performed in a secure area (331). The system also provides digital notarization and secure encryption to protect the exchange between the member and the Supplier.



15/5,K/4 (Item 4 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00743951 \*\*Image available\*\*

**WORKFLOW MANAGEMENT SYSTEM**

**SYSTEME DE GESTION DE FLUX DES TRAVAUX**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200057320 A2 20000928 (WO 0057320)

Application: WO 2000EP595 20000126 (PCT/WO EP0000595)

Priority Application: US 99125078 19990319; US 99303499 19990430; US  
99317979 19990525

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13602

**English Abstract**

A network clearinghouse may be provided that brings together organizations (subjects) requiring outsourcing of a service and service providers (operators). The clearinghouse manages the bidding and awarding of contracts, by collecting and authorizing requests for proposals (RFPs), sending bid invitations to operators that meet the requirements of the subject, sending a notification that the contract has been awarded, and collecting payment from the subject and paying the operator.

19/5/2 (Item 1 from file: 349)  
DIALOG(R) File 349:PCT FULLTEXT  
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00818655 \*\*Image available\*\*

**SYSTEM AND PROCESS FOR REQUESTING A QUOTATION**

**SYSTEME ET PROCEDE DE DEMANDE DE PRIX**

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Patent Applicant/Inventor:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200152162 A1 20010719 (WO 0152162)

Application: WO 2001US333 20010105 (PCT/WO US0100333)

Priority Application: US 2000175096 20000107

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 3942

**English Abstract**

The present invention relates to a system and method for requesting a quotation. A buyer creates and submits a Request For Quotation (RFQ) (20) by completing the RFQ form (45), and then selects the suppliers (50) from a list of potential suppliers who can supply the product requested based on the specifications of the buyer. The RFQ is submitted to a supplier's inbox or by a wirelss method (55).

19/5/4 (Item 3 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00794337 \*\*Image available\*\*

**REQUEST FOR BID METHOD**

**PROCEDE DE DEMANDE D'OFFRES**

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200127839 A1 20010419 (WO 0127839)

Application: WO 2000US28075 20001010 (PCT/WO US0028075)

Priority Application: US 99158763 19991012; US 99174036 19991230

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 13414

**English Abstract**

A method to request bids for products and/or services (202) over a communications network (100). A buyer submits a request for quotation (RFQ) (200) over the network (100) to a request for bid (RFB) application (110). The (RFB) application (110) converts the (RFQ) (200) to a sales lead (150) and submits it to vendors (V). The vendor (V) prepares a quotation (160) and sends it to the (RFB) application (110). The (RFB) application (110), in turn, generates and directs a buyer quotation (165) to the corresponding buyer (B). The buyer (B) can then contact the vendor (V) to accept or reject the buyer quotation (165).

19/5/6 (Item 5 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00781888 \*\*Image available\*\*

**WEB-BASED SYSTEM FOR MANAGING REQUEST FOR PROPOSALS AND RESPONSES**  
**SYSTEME A BASE WEB DE GESTION D'APPELS D'OFFRES ET DE LEURS REPONSES**

Patent Applicant/Assignee:

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Patent Applicant/Inventor:

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TABANDEH Raymond R (agent), Christie, Parker & Hale, LLP, P.O. Box 7068, Pasadena, CA 91109-7068, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200115022 A1 20010301 (WO 0115022)

Application: WO 2000US22923 20000821 (PCT/WO US0022923)

Priority Application: US 99379172 19990823

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/30

International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 11901

English Abstract

An integrated web based system for generating electronic **request** for **proposal** (**RFP**) forms and responding to the generated **RFPs** over a secure communication network. Using a web site interface (200), the present invention enables users to request specific information for goods and services from specific **vendors**, automates the process of responding to the **RFPs** (202), and automates the process of reviewing, analyzing and presenting the results (205). Potential **vendors** are notified via e-mail when the **RFP** is completed (204), and have the option to respond to the **RFP** by using information stored in the associated online **databases** or by providing new information that is then stored in the online **databases**. The system remembers links from questions to all appropriate responses and prompts **vendors** to add them to their response form. Analysis on completed forms is automated and enables the users to evaluate **RFPs**.

19/5/12 (Item 11 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00758808 \*\*Image available\*\*

**COMPUTER SYSTEM AND METHOD FOR BIDDING SERVICES**

**SYSTEME INFORMATIQUE ET PROCEDE DE DEMANDE DE SOUMISSIONS DE SERVICES**

Patent Applicant/Inventor:

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Legal Representative:

THOMAS Michael J, Senniger, Powers, Leavitt & Roedel, One Metropolitan  
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Patent and Priority Information (Country, Number, Date):

Patent: WO 200072207 A1 20001130 (WO 0072207)

Application: WO 2000US13672 20000517 (PCT/WO US0013672)

Priority Application: US 99135195 19990521

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 7971

**English Abstract**

A computer system and method whereby a user (106) can quickly, conveniently and anonymously peruse a preformed network of service providers (108, 110, 112) segregated by specialty and/or geographic area, select providers from which the user would like to receive proposals, submit details regarding the desired service for incorporation into a request for proposal ("RFP") that is made available to each service provider selected by the user, and then receive proposals from the service providers in response to the RFP. In this manner, the system and method of the present invention can be used to create competition amongst a number of service providers for providing the user with the desired service, thereby assisting the user in identifying the best provider of such service as determined by the user according to price and/or other factors.

24/5/1 (Item 1 from file: 349)  
DIALOG(R) File 349: PCT FULLTEXT  
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00847428

**METHOD FOR A CONTRACT MANUFACTURING FRAMEWORK**  
**PROCEDE DESTINE A UN SCHEMA DE FABRICATION EN SOUS-TRAITANCE**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200180140 A2 20011025 (WO 0180140)

Application: WO 2001US12451 20010417 (PCT/WO US0112451)

Priority Application: US 2000550414 20000417; US 2000550703 20000417; US  
2000550410 20000417

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: **G06F-017/60**

Publication Language: English

Filing Language: English

English Abstract

A method is provided for affording technical services in a contract manufacturing framework. First, a database including a plurality of service provider data structures is provided, wherein each service provider data structure includes a description of a particular service provider. Then, the database is queried using request data from a user. A particular service provider data structure is then identified based on the request data, wherein the particular service provider data structure includes information concerning process design services. Finally, the user is sent information concerning process design services utilizing the identified service provider data structure.

9/9/5 (Item 5 from file: 15)  
DIALOG(R) File 15:ABI/Inform(R)  
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**Rolling out the strategies of chemical dot-coms**

Boswell, Clay

Chemical Market Reporter v257n16 PP: F17-F19 Apr 17, 2000 JRNL CODE:  
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WORD COUNT: 2212

**ABSTRACT:** Following strong leads by ChemConnect and CheMatch.com, new players are entering bulk chemical e-commerce with increasingly varied offerings. Recent launches include e-Chemicals, i2ichemicals, fobchemicals and ChemSource, with others, such as BulkDrugs.com and Covalex, moving into position. All of these technology platforms promise to radically streamline supply chains by integrating buyers and sellers more closely than ever before, essentially bringing EDI to the masses with the advantage of scale.

**TEXT:** Auctions, exchanges, vertical components of horizontal marketplaces and supply chain streamlining are some of the business models adopted by chemical Internet startups.

Following strong leads by ChemConnect and CheMatch.com, new players are entering bulk chemical e-commerce with increasingly varied offerings. Recent launches include e-Chemicals, i2ichemicals, fobchemicals and ChemSource, with others, such as BulkDrugs.com and Covalex, moving into position. All of these technology platforms promise to radically streamline supply chains by integrating buyers and sellers more closely than ever before, essentially bringing EDI (electronic data interchange) to the masses with the advantage of scale.

Particularly when service providers can integrate with enterprise resource planning (ERP) systems, the comparison to EDI is not far off the mark, i2i, for example, is assembling a "seamless" transactional link that not only brings buyers and sellers together but also provides a host of related logistical and financial services, all of which will be done electronically and downloaded through the site into customers' ERP systems, says Chris Jenkins, president, chemical industry division at i2i.

i2i is able to provide such integration through its alliance with SAP, which holds a 35 percent interest in the company "the largest companies are not just looking for a stand-alone trading opportunity," Mr. Jenkins explains. "They are looking for an Internet-based trading location that is integrated into an overall solution. SAP are providing, in a very comprehensive way; the overall solution." SAP has integrated i2i into its web interface, mySAP.com, and the company's 12,000 customers will comprise i2i's initial target market.

Launched last September; i2i offers members a choice of classified ads, auctions and exchanges, the last being characteristic of the way most negotiations are done. "The chemical industry is a physical one that involves very much the movement of product," notes Mr. Jenkins. "One must agree not only on quantity and price and payment terms, but also things such as specifications, date of shipment, destination, and so on. So we offer all the ways in which people are accustomed to negotiate today with the option to be anonymous and provide; as well, access to our service partners." In addition to SAP, service partners include SGS and Bureau Veritas (inspection), Danzas (logistics and transportation), and Deloitte Touche Tohmatsu (import/export and tax issues).

More unusual, however, is the integration that i2i offers across different vertical markets. i2i has launched hubs for the energy market, the construction engineering market, and retail-to-retail commerce in coordination with the National Retailers Federation, the largest retail group in the US). "The energy hub is particularly interesting," Mr. Jenkins

observes, "because just about every manufacturer, chemical or not, uses a lot of energy. Members can move from the chemical site to the energy site at the click of a mouse, and if they have some requirement for natural gas or electricity they can post that requirement." Other vertical hubs are being developed.

Like i2i, fob is establishing multiple verticals, of which fobchemicals.com is one. But fob's business model is otherwise quite different it functions on the buy-side as a co-operative or automated procurement solution rather than an exchange, says Waverly Deutsch, executive vice president of marketing strategy at fob. "We aggregate demand, source it, and negotiate with suppliers to bet the best possible price."

Fobchemicals will not replace distributors, Ms. Waverly notes: "The Internet makes it easier to offer your product information to small buyers, but. it does not take care of break-bulk or fulfillment." However, whereas distributors have always served to scale the functions of both sales and service; fobchemicals can scale the function of sales more effectively "Where the brick-and-mortar distributor adds value in testing, quality control; logistics and fulfillment; well defer to them and pay them healthy service fees to handle that for us. That will allow us to increase the volume through their shops: We'll also make their inventory more, manageable and better understood, because we're capturing demand data electronically and aggregating demand across many small buyers, so that it is less spotty and more predictable."

Fobchemicals lists 330,000 different chemical products on its web site and has acquired the online rights to a database of sources for all of them.

ChemConnect and CheMatch.com, the two best established, most visible players in bulk chemicals e-commerce, have made narrower offerings concentrating on the chemical exchange model. Indeed, CheMatch.com, launched in February 1998, originally limited transactions on its site to a handful of commodity petrochemicals, Its range has since then expanded to include many other petrochemicals, as well as plastics and fuel products.

All the same, CheMatch.com continues to focus on commodities. The exchange makes the most sense for things that are actively traded; where you have many buyers and sellers and an inefficient process," explains Carl McCutcheon, chairman, president and CEO of CheMatch.com. "If you're a buyer, you may have to make 30 to 50 calls to pass the marketplace. It's much more efficient to look at a screen to determine the best price." For specialty chemicals with few producers, he says, an exchange adds little value.

CheMatch.com is targeting the approximately 2517 largest manufacturers and consumers of the listed commodities, says Mr. McCutcheon, and already has over 125 on board. Average transaction value is over \$500,000. He characterizes the website as a neutral, anonymous, real-time marketplace for trading, important; features of which include pre-identification of acceptable trading partners and anonymity, which is maintained until a deal is concluded.

"The key there is, if you are short a barge of benzene, you may not want the world to know about it-you might move the price against yourself. Anonymity means that you can move within the market without moving the market," notes Mr. McCutcheon. Pre-identification, on the other hand, IS one factor in the high rate of successful transactions made on the site, he says. Immediate price discovery is another positive. "Once a transaction is done, it's immediately posted on our site, so people can access legitimate, arms-length prices."

In addition to alliances with manufacturers DuPont, Bayer, Millenium, GE Plastics and Muehlstein, CheMatch.com has several partners whose support services are available through its web site. They include Stolt-Nielsen, a global transporter of bulk liquid chemicals; E-Credit, an online credit service; and Townsend Tarnell, an information provider to the plastics industry. And last June, CheMatch merged with PetroChemNet, the web-based petrochemical information service:



In March, CheMatch announced that it has filed for an initial public offering. ChemConnect, which has been refining its model since 1995, also features anonymity. But traders do not preselect partners from ChemConnect's membership, which is broader and less selective than CheMatch.com's. Instead, traders are presented with a profile of each interested partner that includes the company's size, its adherence to Responsible Care, and a "reputation model" that rates ChemConnect's experience with the company. To address the uncertainties inherent in this model, the identity of goods sold can be verified through ChemConnect's partner, WorldWide Teeing, either before posting or after a transaction is concluded. Linda Stegeman, senior vice president, marketing, says the advantage of this system is that it substantially expands the trading population and facilitates the partnering of companies that might never have met otherwise.

ChemConnect also differs from CheMatch.com in the range of products posted. Rather than limit transactions to high volume commodities, ChemConnect provides for the trading of tens of thousands of products, ranging from commodities such as benzene to specialties and even pharmaceuticals. "To have price transparency, you need to represent all chemicals," Ms. Stegeman asserts. "To truly understand and eventually predict where prices are moving, you need to play in the entire value chain."

ChemConnect is still choosing logistical and financial service partners for integration into its web site, but they will be announced soon, says Ms. Stegeman. Meanwhile, it gathered \$70 million in its recent third round of venture funding. A quarter of ChemConnect's investment has come from 30 major players in chemicals, including BASF, Bayer, Dow, Geon, ICI, Rohm and Haas and Solutia. On April 4, ChemConnect registered with the SEC for an initial public offering (IPO) of its common stock, with plans to raise roughly \$80 million.

In addition to an exchange, ChemConnect also hosts auctions and reverse auctions, and CheMatch.com is currently developing its own, as well.

Neither ChemConnect nor CheMatch.com yet offers integration of its trading platform into members' ERP systems, though such capabilities are in the works, say the two companies. e-Chemicals, by contrast, has made end-to-end integration its primary focus, with the ambition of becoming the "supply chain backbone" of the chemical industry, as Peter McCullagh, CEO of e-Chemicals puts it. "Exchanges represent less than 1 percent of industry volume today," he points out. "Our estimate is that they will represent no more than 10 percent at their peak, when they are fully accepted. We're after the other 90 percent, the stuff that runs plants."

Targeting every business that buys or sells chemicals, e-Chemicals seeks to "digitize" each of the processes surrounding the supply chain procurement, transportation and logistics, financial settlement, EHS and sales-and provide machine-to-machine connectivity among raw materials providers, chemical manufacturers, chemical purchasers and channel intermediaries, e-Chemicals essentially provides a software package capable of managing all of these supply chain functions; integrates that software with its customers' ERP systems; and serves, itself, as a hub through which customers can transact, no matter the differences between their respective systems. Such broad connectivity is possible because the E-Chemicals server, maintained by IBM, functions as both intermediary and translator. Technology partners include CommerceQuest and AspenTech, both of whom assist in providing end-to-end connectivity.

e-Chemicals has also assembled a group of partners that facilitate supply chain functions and made them directly accessible through its web site. For logistics, e-Chemicals has allied with Yellow Freight; for financial settlement, with Sun Life Banks. "We're, the best game in town for driving value in your business, because our solution is so all-encompassing," says Mr. McCullagh. "We handle such a large part of the chemical buy and sell that we can make an impact on a huge portion of the expense base."

Several other players are making their own bid for a share of chemical

e-commerce. Comlex.com, which launches April 27, will focus on basic chemicals and offer users an exchange, auctions and reverse auctions, among other trading options, according to a company spokesperson. OneChem.com offers customizable Internet "StoreFronts" and other transaction management tools. Ist Chemical Market facilitates trading in commodities, specialties and fine chemicals. The related Is Polymer Market, now integrated with PlasticsPlatform, offers trading in polymers, as does PlasticsNet. XSAg.com is a marketplace for agrochemicals and other agricultural inputs.

Even custom manufacture, despite its complexities, has become the subject of several ecommerce initiatives. The first to be launched is ChemSource, a for-profit venture of the non-profit Midwest Research Institute (MRI). A scientist there, frustrated with his search for outsourcing partners, suggested that an online exchange would improve the process; ChemSource is the result. For a fixed membership fee; ChemSource allows buyers to anonymously post RFQs (requests for quotes). Sellers, in turn, can anonymously place bids. On the basis of that bid and a company profile that includes such information as size, capabilities and record of compliance, buyers can elect to negotiate: there are no preset rules or determining logic to dictate the selection of a winning bid. "We have built in a fairly extensive ability to do confidentiality agreements with anyone who wants to bid," notes Bill Duncan, CEO of ChemSource. "Plus, buyers can specify suppliers, if they like, and limit the RFQ to preferred vendors."

This last feature, called ChemSelect, stirred up significant interest when the service was launched at Informex in February, says Bob Weafer, vice president of marketing. Many large buyers that have not yet established their own Internet initiative recognized that because of ChemSelect, ChemSource could in fact function as a private network to their preferred suppliers, thereby providing an interim solution. ChemSource also offers project management services. Mr. Weafer says that as of mid-March; 26 active user IDs had been issued, representing 21 different companies. From throughout the chemical industry, 3 of which are top 20 global producers.

Another start-up, BulkDrugs.com, focuses on the pharmaceutical industry alone but offers to facilitate every aspect of the pharmaceutical supply chain—not only contract manufacture but also contract research and development and the procurement of raw materials and equipment. "We are a neutral marketplace where buyers and suppliers of all sizes, from large to small, should be able to come together in the most efficient and economical way," says Nailesh Bhatt, director and founder. Mr. Bhatt points to his years buying and selling intermediates in the pharmaceutical industry as a critical influence on the features that BulkDrugs.com will offer when it is launched in the second quarter. He also notes his experience at CommerceOne, a leader in B2B e-commerce, where he directed the development of an e-commerce platform for a major US pharmaceutical company.

Mr. Bhatt says that BulkDrugs.com will provide a meeting place where members can buy, sell, request information or samples, and post RFQs (requests for quotes) or RFPs (requests for proposals), actively bringing buyers and sellers together on the basis of their offerings and profiles. Industry-specific content will also be available, including news, research papers and regulatory information. "We want the pharmaceutical industry to make BulkDrugs.com its one-stop-shop," he pledges.

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**Making a match**

Thilmany, Jean

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ABSTRACT: Companies too small to maintain a design engineering staff are generally too small to house purchasing or sales departments. And that is a problem when the small companies need to shop for parts suppliers. The Delaware Valley Industrial Resource Center is part of a network of 7 economic development organizations set up across Pennsylvania in 1988 to aid small manufacturers. Mechanical engineers are contracted by these companies to do design engineering and drafting work. Many of them also outsource their information technology consulting work and human resources needs to the economic development organization. And many manufacturing companies have been turning to the Internet-based businesses that are springing up to link manufacturer and supplier.

TEXT: Engineering companies of all sizes are turning to the Internet to find parts suppliers, shaving sales and procurement costs in the process. By Jean Thilmany, Associate Editor

CHRIS YATSKO, A SENIOR MECHANICAL engineer at the Delaware Valley Industrial Resource Center, has found that companies too small to maintain a design engineering staff are generally too small to house purchasing or sales departments. And that's a problem when the small companies need to shop for parts suppliers, Yatsko said.

The industrial resource center he works for is part of a network of seven economic development organizations set up across Pennsylvania in 1988 to aid small manufacturers. Yatsko is contracted by these companies to do design engineering and drafting work. Many of them also outsource their information technology consulting work and human resources needs to the economic development organization.

"A lot of these companies are startups, where the guys did the designs on the back of a napkin and they need to make it more formal to get proper quotes for parts from suppliers," he said. In addition to not having the design experience, many company owners don't have the time, experience, or manpower to find suppliers to make their parts. Often, small companies have a hard time finding manufacturers that will charge a competitive price to make a small number of parts.

"These companies don't have an established supplier network or anything like that, and they may not have the time to research a bunch of companies and then write requests for quotes to the suppliers," Yatsko said. Last summer, his economic development center turned to the Internet to find suppliers. Many manufacturing companies, like the ones Yatsko serves, have been turning to the Internet-based businesses that are springing up to link manufacturer and supplier.

Part suppliers for a camera designed by Sage Technologies of Willow Grove, Pa., for a firefighter's helmet were found online.

The Web-based business that Yatsko's organization uses is called ManufacturingQuote. com, which went online in February. Mitch Free, president and chief executive officer at the Smyrna, Ga., company, said his Web site is a way to connect job shops to companies that purchase custom manufacturing services. Via the Web, buyers submit a request-for-quote that specifies the parts they need made, the price they're willing to pay, and when the parts are needed, Free said. When a supplier responds to a request

on the Web site with a proposal, the buyer is notified via e-mail and told to check the Web site to see the proposal. The company putting forth the **RFQ** remains anonymous to bidders until that company has selected a supplier, Free said.

In Internet parlance, Free's firm is called a business-tobusiness e-commerce company because companies use the service to buy and sell from each other. Business-tobusiness Web-based services are a quick-growing sector of the e-commerce marketplace.

One reason for their explosive growth may be that services such as Free's save time and money for the companies that use them, Yatsko said.

Customers at the ManufacturingQuote.com Web site don't need any special computer equipment other than a personal computer with Internet access and a modem. Even the smallest manufacturers and job shops usually have at least one computer, meaning the initial setup to access the Web site is often low or at no cost.

"Just from the standpoint of not having to stand at the fax machine and fax out five different **RFQ** packages to five different potential suppliers, it's a huge improvement," Yatsko said.

Before using the Internet service to locate suppliers for the small companies that his economic development center aids, Yatsko and his fellow engineers used supplier contacts they'd built up over many years in the engineering business. But even using established contacts didn't make for a streamlined bidding process, he said.

"It was much more labor intensive to be faxing or e-mailing the designs to suppliers," he said. "And it wasn't the most terribly thorough way to get designs to the suppliers. Having the whole process automated makes a big difference compared to before, where if you did an **RFQ** and then the design changed, you'd have to print out five more fax sheets and then send them out. It chewed up all sorts of paper."

#### POSTING **RFQS** ON THE INTERNET

Engineering companies—the companies looking for suppliers—post their **RFQs** on the ManufacturingQuote.com Web site, although they don't include their names. If they're submitting designs, they include a portable document file (PDF) of the illustration. The design can be read via Adobe Acrobat software on any computer, said Chris Rockhold, who also makes use of the **business -to-business** service. The PDF file does away with the need for companies to send computer-aided design files that often need special viewers to be read.

Rockhold is a mechanical engineer at Payload Systems in Cambridge, Mass. The company designs payloads and provides other engineering services for space flight. He began posting **RFQs** on the service two months ago. Last year, when Rockhold moved from an engineering job in California to Payload Systems in New England, he left behind most of his contacts at California job shops. He also found that many of the California shops weren't competitively priced in the New England market.

"We're putting together mockups of the systems we're designing and there became a need to find more shops other than the local shops we rely on for small builds and quick turnaround items," he said.

His first posting of 25 parts netted about 17 interested suppliers, he said. Rockhold is alerted via e-mail each time a new supplier posts a bid at the ManufacturingQuote.com Web site. He then logs on to the site, checks out the bid, and does a little background research on the supplier. He might investigate the supplier's Web site or check business sources to find out if the supplier is capable of filling the order. He then contacts potential suppliers via e-mail or telephone to speak with them further. Rockhold has also created a spreadsheet to track the responses. A spreadsheet allows him to visually compare the suppliers' offers. "Some quotes are low, some are high, and some are in the middle. You can tell,

when comparing them, who had a good understanding of the job and had a good quote," he said.

He added that the ability to send and view design files in the PDF format simplifies the bid process.

"It's really nice because it allows the engineer to immediately snap a design to PDF and send it to the Web site so suppliers can see what they're bidding on," he said. "When you have a change in the design, you can immediately change it on the Web site, and if you're already dealing with vendors, you can tell them there's been a change and to go look at the Web site to see it.

"A lot of these shops can't print big drawings, but everyone can print PDF," he said.

Leon Wellwood owns a custom machine shop, Datum Machine Works, in Rockford, Ill. The rush to connect customer with supplier via the Internet has not passed him by. Wellwood, who has been using ManufacturingQuote.com since its inception in February, has saved significant money on travel and other labor costs by making use of **business -to-business** Web services, he said.

Companies seeking parts suppliers can post **requests** for **proposals** on a Web site.

As a supplier, Wellwood pays a yearly fee of \$1,995 to use the site. Those looking for parts manufacturers pay no fee, Free said.

"I'm not using it exclusively. I have existing customers. I'm using it to enhance sales," Wellwood said. "But it's becoming a major portion of my sales, at least 25 percent. And I see that growing in the future."

Because Wellwood operates as a one-man sales force, the Web allows him to save the time and cost he formerly spent traveling between potential vendors to get engineering specifications and tout his company. Wellwood didn't have to buy any special software or upgrade his computers to use the **business -to-business** site. In fact, he still uses a traditional telephone modem.

"I tell people it can be done," he said. "I work right off the phone line so it's possible to do. It just takes a little longer."

However, he is currently having a cable modem installed so he can be online all the time without tying up the phone line. The cost is about \$100 a month.

"But businesses smaller than mine won't need that anyway," he said. He did estimate that most small suppliers would need about a three-week learning curve to become fully proficient in responding to online **RFQs**.

Sometimes Wellwood will bid on an **RFQ** based on the accompanying PDF. When the vendor accepts his offer, that company sends him a complete CAD design. Usually this is done to protect proprietary information, he said. Wellwood has also been asked to sign **nondisclosure agreements** via the ManufacturingQuote.com Web site before his bid is accepted, which he has done willingly.

The ManufacturingQuote.com Web site links suppliers with engineering companies.

As evidence of the trend toward moving the vendor and supplier relationship from fax machine to Internet, big three automakers-DaimlerChrysler, Ford, and General Motors-banded together in February to create a Webbased marketplace called Covisint, where suppliers bid for the automakers' parts contracts. Renault and Nissan signed on later and the site was unveiled in October.

Combined, the five companies spend \$300 billion annually on supplies and materials.

Early in October, ArvinMeritor of Troy, Mich., a maker of suspension components and exhaust systems, conducted the first online auction at the site. The manufacturer held an online auction to choose a supplier for an injectionmolded plastic part used by ArvinMeritor for sunroof and door modules. ArvinMeritor won't say how much it saved by using the auction process, but executives have said that suppliers should save 10 to 25 percent of costs through the online marketplace.

The manufacturer's top executives have also said they expect that use of the online auto marketplace will allow parts makers to save 10 to 25 percent on supplier costs as well as improve efficiency. About 40 companies used the site within its first month of operation.

However, automakers won't be able to use Covisint's online auctions for larger parts and systems such as ArvinMeritor's exhaust systems because there are only two or three suppliers at that level, the executives said.

#### MOVING TO A NEW INTERCHANGE

The automakers chose to work together after GM and Ford announced on the same day in November 1999 that they planned to launch their own proprietary **business -to- business** exchanges to host supplier auctions, said Tom Hill, a Covisint spokesman. The auto companies felt that their supply community had moved beyond the old-fashioned fax/phone/e-mail interchange, and would warmly greet a move to Web-based bidding, he said.

"But the suppliers felt the pinch in terms of technology requirements," Hill said. "They felt they might have to adapt to three different technology requirements. So they told the automakers, 'We'll have to spend all this money and integrate our communications systems just to talk to you guys.'"

This led to the agreement among DaimlerChrysler, Ford, and GM to jointly develop the Covisint exchange. Renault and Nissan came on board in April. It remains to be seen how well the automakers will work together on their shared business exchange.

With the system, one of the automakers will be able to post data for a part it wants made for a car, Hill said. Instead of sending that information to suppliers in different languages their computer systems can understand, Covisint will allow automakers to release the information all at once in one common language, improving speed and quality. But whether suppliers' systems are up and running in that common language is another story.

It's not yet clear how many smaller suppliers have technology in-house to communicate with the system.

"The future is difficult to call," Hill said. "How quickly this happens depends on how quickly the customers want to become engaged and how quickly they want to get their own house in order in terms of integration with Covisint and how quickly Covisint can manage customers."

Without technology-equipped suppliers willing to use the service, Covisint could experience a dearth of business.

ArvinMeritor executives have said that their company still provides its suppliers mainly with drawings and gets price quotes offline until the supplier community makes the technological and psychological shift to online bidding and quoting.

But it seems that a shift is already beginning, especially for small suppliers like Wellwood, which find that the minimal or nonexistent startup costs and the savings in labor and travel costs more than compensate for annual fees, the learning curve, and the potential but minimal technology upgrade.

26/9/7 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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02963047 (THIS IS THE FULLTEXT)

**B2B Markets Must Honor Company Privacy - Forrester**

**(For business-to-business markets to become popular, e-market companies need to respect privacy of companies and not market information to third parties)**

Newsbytes News Network, p N/A

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**TEXT:**

AMSTERDAM, NETHERLANDS, 2000 NOV 7 (NB) -- By Sylvia Dennis, Newsbytes. A report just published says that, if business-to-business (B2B) markets are to become popular, then e-market companies must respect the privacy of companies and not market any information to third parties.

In the study, from Forrester Research, which is billed as the "first legal analysis of private information on the Web," the research firm looked at all the legal aspects of the online B2B marketplace. The report, entitled "E-Marketplaces Face The Law," concludes that company Web users wishing to purchase goods or services online should push the e-market firms they deal with for contracts that respect confidentiality, while also balancing security and liability issues.

Jaap Favier, Forrester's senior analyst, said that companies have every right to feel uneasy about sharing their data in e-marketplaces.

"In the off-line world, **companies sign non-disclosure agreements** all the time. They shouldn't settle for anything less in an e-marketplace - and should take a 'no safety, no sales' attitude when joining e-markets," he said.

Favier added that it is important for any company embarking on B2B trading that the European Commission's (EC) strict digital privacy laws only apply to individuals and not to companies, so corporate data provided to an **online exchange** doesn't fall under EC law.

"The EC filled a significant security gap when it issued the EU Directive on Digital Signatures, but beyond that, the law takes a hands-off approach," he said.

Favier went on to say that e-marketplaces don't have to install online locks, alarms, and vaults, nor do they have to guarantee that their technical measures create a secure trading place.

To ensure that B2B exchanges succeed, Forrester advises e-marketplaces and their participants to self-regulate data management in line with the EC E-Commerce Directive, which prescribes that buyers and sellers get to know each other's identity and contractual terms before they complete a transaction.

The research firm also advises B2B participants to set up disclosure levels to ensure that their sensitive data does not reach their competitors, while offers and bids still get fully exposed to potential partners.

Forrester says that contracts from e-marketplaces must also explicitly state that owners of the Internet market have the same status as members - to prevent them from snooping into data and to take away concerns about abuse of market information.

In return, the firm says, participant companies will reward e-marketplaces that listen to their requests with more business than the odd excess inventory, so driving their revenues and profitability.

Favier argues that Net markets must continuously check to see if users have the required security clearance for every page they visit, and only members registered as authorized buyers and sellers should get access to pages with other members' contract terms and conditions.

"Members must demand that an e-marketplace accepts liability for correctness and timeliness of all distributed data," he said, adding that users should require sites to indemnify members in cases of processing errors, and simply walk away from those Net markets that won't comply.

Liability, however, he warns, will work both ways - members must guarantee legality by not sending data that could be harmful or infringe on copyrights.

If a dispute makes it to court, he said, the so-called Rome Convention leaves the choice of law and court up to the contracting parties, and European participants must require jurisdiction and applicable law in the European Union.

For its research, Forrester spoke with 40 European companies that participate in B2B exchange, and interviewed five help providers involved in setting up more than 100 e-marketplaces combined. Additionally, the research says it spoke with Paul Timmers, head of sector for E-Commerce at the EC, as well as analyzed "all legal and regulatory matters in close cooperation" with four leading international law firms.

Forrester's Web site is at <http://www.forrester.com> .

Reported by Newsbytes.com, <http://www.newsbytes.com> .

(20001107/Press Contact: Clive Savage, Forrester Research  
+31-20-305-4868/WIRES ONLINE, BUSINESS, LEGAL/)

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**Early involvement is key to IT procurement success.**

Purchasing, v130, n12, p24

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TEXT:

Ameritrade--the discount brokerage perhaps best known for its \$8 Internet trades--was recently commended for having one of the fastest Web sites. "The speed of the site is one of the company's competitive advantages," says Marge Lopez, corporate sourcing officer, Ameritrade Holding Corp. "Technology is a critical component of its success." (Lopez, who in the past two years has created and managed an IT procurement operation for Ameritrade, is leaving the company at the end of the month.)

Lopez has extensive experience at setting up IT procurement operations for companies in the manufacturing and service industries: She's put together groups for Bell Atlantic, USF&G and The St. Paul Cos. before coming on board at Ameritrade, where she was hired by the CIO to create a procurement department from scratch.

After the breakup of the Bell System in 1984, Lopez, who was buying network technology for Bell Atlantic, was asked to help put together an organization that would be able to draft contract terms and conditions favorable to the company. Until then, individual department directors and VPs did their own technology assessments and negotiations with suppliers. "It was pretty much a vendor-driven environment," she says. "There was very little standardization. Costs were high. There was no consolidation. The environment was ripe to establish a procurement operation."

While at Bell Atlantic, Lopez was responsible for managing the \$200-million annual technology purchase. "It's like motherhood and apple pie when you demonstrate that it's possible to do this. Technology procurement needs to be taken seriously. It's not a paper-pushing activity. Contracts and a process for sourcing are necessary. It takes a lot of work--maybe six months or so--to demonstrate the results. After that, it's an easier task."

After 14 years with the telecom company, Lopez was hired by the CIO of USF&G to put in place some purchasing controls. "This was someone who had a good business background, who wanted to delegate responsibility. He had approval authority for purchases over \$50,000. Only at the time of signature was he asking questions--about price, suppliers, etc. He was in a quandary."

When the St. Paul Cos. purchased USF&G, management there asked Lopez to lead the procurement function, solid recognition of the best practices she put in place at the insurance company. "We expanded into other areas, including claims, where the dollars are astronomical. We applied the same principles and processes and built a team parallel to what we had in technology and general procurement to help bring success to the company."

Having an IT procurement operation can have significant impact on the organization, not only in terms of cost savings, but also of quality of products and services and expediency, says Lopez, who as head of procurement for Ameritrade worked out of the company's offices in Annapolis Junction, Md., at one of its technology centers. Corporate headquarters are in Omaha, Nebr. "You are able to get things done quicker and better, with more protection to the corporation." In her first year there, Lopez has helped reduce costs by \$11 million by consolidating about \$60 million of the technology buy.

"When I came on board I identified a number of companies as key technology suppliers. I looked at the terms and conditions under which we were doing business and found we were paying standard prices for, say, Sun equipment. There wasn't much in terms of negotiated onsite support or maintenance. So, we were able to save 20% to 30% simply by negotiating the discount we should have been receiving based on our volume."

Still, Lopez says that relatively few companies have functions

devoted entirely to IT procurement. "Typically what they have is a person with procurement responsibility within the IT operation. These people have very little control. They might be called upon to do specific deals. That's the extent of it."

At Ameritrade, Lopez quickly assembled a staff--of three lawyers with technical backgrounds--to support the more than 400 people in the company's technology operation, her group's biggest internal customer. While she says that it's not common for an IT procurement operation to be staffed with lawyers, "it's good to have someone on staff who is not going to be threatened by words when looking at agreements. You need someone who can see the whole picture and not just terms and conditions. These are people who were at law firms doing contract reviews."

From her experience, Lopez says that it's also important for individuals in IT procurement to be conversant in technology. "You have to understand the concepts to negotiate a software license. It's a complex set of issues you need to understand well in order to support."

Lopez's objective for the IT procurement operation at Ameritrade is "to minimize risk and increase the cost/value ratio" for the company. But benefits are more far-reaching. "We've also been able to isolate procurement activity from IT, which allows us as procurement professionals to do our job. We've leveraged requirements, implemented best practices, introduced a means for quality control and improved service. This also allows the technology folks to focus on their core functions. I think this is most critical."

Lopez designated each of the individuals in procurement as a point of contact for each organization within the technology group. "They are accountable for communication and relationship building between the two departments. They attend kick-off meetings for new projects, which helps a great deal toward getting involved at the ground level. While it doesn't happen in all cases, I would say we are consulted more when the project is about to begin than after the supplier is selected."

IT procurement has daily contact with its customers, who are involved in setting requirements, evaluating products, and negotiating contracts. "If we're doing a complex sourcing deal, they participate in our supplier meetings and our site visits. It's a tight working relationship. Our technology folks don't just do technology in a vacuum. They do it as a response to customer requirements from the business units. So, in many cases we are working also with customers on the business end primarily to focus on functional requirements."

Lopez says that she has "a huge success story in technology" because of the level of support from the top. While she has responsibility for all procurement (HR, marketing, corporate travel and office supplies), she tackled IT first and is using her success there to market procurement's involvement in other areas.

Setting up a technology procurement department requires the building of an infrastructure. "This is not something you can do overnight," says Lopez. "It takes at least six months. Not only do you have to have qualified staff, you also need the means to control expenses. Procurement must be the function that completes contracts and issues POs. You need a good request system so internal customers have access to the operation. And, you need good **RFP (request for proposal)** and **RFI (request for information)** templates, **NDAs (non-disclosure agreement)** and contract forms." In her post, Lopez produced the delegation of authority policy for the company, monitors it, and had it built into the system so it only allows appropriate levels of expenditures.

(At USF&G, Lopez developed requirements for a purchasing request system using Lotus Notes. It consisted of a data-base with appropriate e-mail notifications and a front-end series of forms.)

IT procurement is measured by the group's effectiveness. IT was being measured on its timeliness and although it still is, there is more of a push now for it to be more cost-minded. IT can leave that up to IT procurement, says Lopez. "We take care of making that happen, while IT can focus on managing their projects. We provide critical support services."

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**Ariba(R) Sourcing Launches New Version**

PR NEWSWIRE

February 05, 2001

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New Bidding Options and Enhanced Customization Features Highlight New Functionality for the Ariba Sourcing Platform

MOUNTAIN VIEW, Calif., Feb. 5 /PRNewswire/ -- Ariba, Inc., (Nasdaq: ARBA) the leading B2B eCommerce platform and network services provider, today announced the availability of new functionality with Ariba Sourcing(TM). The new features allow customers to choose from a broader range of auctions formats, communicate more efficiently with suppliers, and analyze the results of RFQ-based events. Ariba Sourcing provides customers with a comprehensive web-based platform to automate the entire RFQ process, as well as an extensive range of services to ensure supply base liquidity and auction success.

According to a recent Meta Group report, almost 35% of the Global 2000 companies will have adopted private Net market technology by 2002-03. This will exceed 65% by 2005, at which time private Net markets will become the primary vehicles for enabling supplier relationship management (Meta Group, Supplier Relationship Management, 2000). With this rapid adoption of private sourcing exchanges for direct and indirect materials, capital assets, and business services, Ariba Sourcing is aggressively rolling out new functionality to satisfy its customers, giving them a broader command of their strategic sourcing initiatives.

Paramount to the Ariba Sourcing platform is the availability of multiple bidding formats. Based on knowledge of a particular supply base or commodity, the buyer may now select the most appropriate bidding format for the RFQ: -- Reverse Auction: This format allows suppliers to bid online in a real-time environment with all competing supplier bids visible. -- Closed Bidding: During the bidding time allotted, suppliers may only view the current low bid, without access to the number of suppliers participating. -- Sealed Bids: At a designated time, suppliers may submit one bid, without access to the bids of other participating suppliers. -- Absentee Bidding: In addition to the selected bidding format, suppliers may enter a pre-bid for the RFQ, if the scheduled bidding time is not convenient for them.

These multiple bidding formats, applicable for a wide range of materials, products, and services, underscore the flexibility of the Ariba Sourcing platform across 100% of RFQ-based procurement.

Buyers at DOE/Honeywell were able to orchestrate their bidding events utilizing the Sealed Bids option. "Our goal is to introduce electronic commerce to our preferred suppliers by first moving our common practices online," stated Marc Gatewood, Manager of Purchasing Operations. "Since our suppliers normally submitted sealed bids for our paper-based RFQs, it only made sense that we kept that practice consistent once we moved to electronic RFQs." DOE/Honeywell experienced significant process cost savings of four weeks from the online RFQ distribution and new bidding process. Customization features for Ariba Sourcing customers include: -- Supplier Notification: The new Java-based user interface allows the buyer to automatically locate appropriate suppliers within their supply base. Now the buyer can delineate any number of suppliers to invite or exclude from participating in bidding events. -- Hierarchical Views and Reporting Tools: The new front-end user interface also allows designated users (vice presidents and directors of purchasing) to now view all RFQs across an organization, including divisions and locations. Back-end reporting tools are also available for designated users providing reports on the RFQ backlog, post bid analysis on RFQ line items and nominated suppliers, as well as summary reports according to division, geography, and commodity. -- Terms and Conditions: This allows the posting of specific terms and conditions unique to the buyer's organization, such as **non-disclosure agreements**. -- Notification: All notification emails pertinent to a specific RFQ are automatically customizable for the task, prompting the

users through the workflow of the RFQ event (i.e., viewing drawings, reviewing bulletin board responses, completing value-added services information, etc.) and include hyperlinks to the particular RFQ area. -- Screen Views: The buyer organization is able to view all supplier information relevant to a particular RFQ while suppliers remain anonymous to each other. -- Bidding Extensions: The buyer may now customize the rules of appropriate bidding extensions (i.e., time allotments, bid increments, etc.).

"Ariba Sourcing is a powerful tool for companies striving to reduce costs and streamline their purchasing processes," said John Ragun, Director of Product Development for Ariba Sourcing. "This new release will help buying organizations work even closer with their suppliers to help bring efficiencies to the entire supply chain."

Ariba Sourcing provides a total end-to-end sourcing solution for customers to help automate and streamline the quote-based sourcing process for their direct and indirect materials, services and asset purchases. The Ariba Sourcing platform is applicable for 100% of RFQ-based procurement. Sourcing includes multiple collaborative processes such as analyzing purchases across commodity categories and business units, researching suppliers and supply markets, estimating savings opportunities, preparing RFQs, and staging competitive events to negotiate the final purchase price and terms.

Ariba Sourcing technology automates the entire sourcing process, significantly reducing procurement costs and cycle times. Since the launch of Ariba Sourcing, buyers have realized cost savings of an average of 13% across all industries. In addition, process savings resulting from the streamlined RFQ distribution and symmetrical RFQ information flows, have saved both buyers and suppliers in the range of 30-50% per RFQ. The combination of process cost savings and item price savings create significant ROIs within months for Ariba Sourcing customers.

#### About Ariba Inc.

Ariba, Inc. is the leading business-to-business (B2B) eCommerce platform and network services provider. Through the Ariba B2B Commerce platform -- an open, end-to-end infrastructure of interoperable software solutions and hosted Web-based commerce services -- the company enables efficient on-line trade, integration and collaboration between B2B marketplaces, buyers, suppliers and commerce service providers. The global reach and best-of-breed functionality of the Ariba B2B Commerce platform create Internet-driven economies of scale and process efficiencies for leading companies around the world. Ariba can be contacted in the U.S. at 650-930-6200 or at [www.ariba.com](http://www.ariba.com).

NOTE: Ariba, the Ariba logo, and Ariba Sourcing are registered trademarks of Ariba, Inc. All other products or company names mentioned are used for identification purposes only, and may be trademarks of their respective owners.

"Safe Harbor" Statement Under the Private Securities Litigation Reform Act 1995: Information and announcements in this release involve Ariba's expectations, beliefs, hopes, plans, intentions or strategies regarding the future and are forward-looking statements that involve risks and uncertainties. All forward-looking statements included in this release are based upon information available to Ariba as of the date of the release, and we assume no obligation to update any such forward-looking statements. These statements are not guarantees of future performance and actual results could differ materially from our current expectations. Factors that could cause or contribute to such differences include, but are not limited to: delays in development or shipment of new versions of our Ariba B2B Commerce Platform; lack of market acceptance of the Ariba B2B Commerce Platform or other new products or services; inability to continue to develop competitive new products and services on a timely basis; introduction of new products or services by major competitors; our ability to attract and retain qualified employees; difficulties in assimilating companies recently acquired, including Tradex, Trading Dynamics, and SupplierMarket.com; inability to expand our operations to support increased growth; the recognition of an increasing portion of revenues at the end of the quarter; declining economic conditions, including a slowdown or recession; inability to control costs; changes in our pricing or compensation policies; and significant fluctuations in our stock price. These and other factors and risks associated with our business are

discussed in the Company's Form 10-K filed December 29, 2000.

20/9/1 (Item 1 from file: 636)  
DIALOG(R) File 636:Gale Group Newsletter DB(TM)  
(c) 2001 The Gale Group. All rts. reserv.

04978828 Supplier Number: 72407941 (THIS IS THE FULLTEXT)

**WEB WORLD.**

Rapid Prototyping Report, v10, n10, pNA

Oct, 2000

ISSN: 1059-6399

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 993

**TEXT:**

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Bits2Parts.com

Bits2Parts.com, announced at this year's Society of Manufacturing Engineers (SME) show in Chicago, says it has finished its initial development phase and is now open for public testing. Bits2Parts.com is part of Spatial Technology's PlanetCAD enterprise, which also includes CAD file fixing and translation through 3Dshare.com and 3Dpublish.com, an application service for the online, automated capture of high-resolution two-dimensional graphics from CAD models.

Bits2Parts.com is an online marketplace for rapid prototyping services, similar to ProtoMarket.com (described in the August 2000 Rapid Prototyping Report). Users who have registered with Bits2Parts can submit **requests for quotations (RFQs)** for rapid prototyping services to a number of service providers by filling out a single electronic form. Bits2Parts currently has ten anchor members including Accelerated Technologies, Inc.; ARRK Product Development Group; Caterpillar; Cummins Engine; Eagle Design and Technology; Express Pattern; General Pattern; Materialise; Prototech Engineering; and Soligen.

**Online directory**

According to general manager Dave Tait, the public evaluation phase is free of charge to both customers and service providers. Those who register also have access to an online version of the Rapid Prototyping Report's Rapid Prototyping Directory. The directory currently contains service bureau listings that can be sorted by either name or location.

**Electronic RFQs**

Bits2Parts has done a nice job with its **electronic RFQ** form. **Shoppers** proceed from step to step, first choosing a rapid prototyping technology, next selecting from a list of materials, and then selecting the amount of finishing desired. At any point in the process, users can save the form to complete later.

The Bits2Parts system is obviously still in development. When selecting a rapid prototyping process, buyers are only offered the materials potentially available for that technology. What they don't get, however, is any indication about whether or not a service provider offers the material they select. Also, while the system is designed to let shoppers submit **RFQs** only to service providers with the technology they want, it doesn't quite work yet. The system, for example, lets users **request quotations** for parts built on an Objet Quadra from any of the ten service providers, even though Objet has yet to sell a Quadra to anyone. Likewise, buyers can submit **RFQs** for parts built by an Extrude Hone Pro/ Metal system to a number of service firms who don't have the technology.

Like ProtoMarket, we envision Bits2Parts.com working best for people

who already know about rapid prototyping and have established relationships with certain service bureaus. For those who don't know exactly what they want, it's probably still more efficient to pick up the phone.

#### Fundamental problems

One problem we see with Bits2Parts, ProtoMarket, or similar build-to-order Web sites is the security of design data. We recently heard an interview with the head of the University of California at Berkeley's Internet development lab who said that when he took the job, he was given keys to all the computer facilities at the university. When he asked why, he was told: "To remind you every day that there is no such thing as computer security."

In order to receive a quotation from Bits2Parts or ProtoMarket, users first must upload their design data. Companies, however, tend to be paranoid about protecting their newest creations. Even with the most sophisticated encryption methods to ensure that files aren't poached by hackers, we're not sure how eager companies will be to upload their files onto the Internet without ironclad **nondisclosure agreements** from vendors supplying the quotations. In some cases, says Tait, customers may want to set something up with a service provider before using Bits2Parts.com.

#### Not finished

Tait says Bits2Parts plans to add a range of services to its Web site including file-healing software, e-costing and estimating, and project-management capabilities. He says the current public evaluation period is scheduled to run through mid-November and that some of these additional services should be online by the first quarter of 2001.

#### Spatial Technology

Things have been busy at Spatial, and Bits2Parts is understandable running a little behind schedule. In July, Spatial announced that it would sell its 3D software component business, which includes the ACIS solid-modeling kernel, as well as data-translation and file-fixing tools, to Dassault Systemes for \$21.5 million. This month, after a competing offer from Structural Dynamics Research Corporation for \$26 million in cash, coupled with a \$3 million investment in Spatial's common stock at a price of \$4 per share, Dassault upped its bid to \$25 million and agreed to help promote Spatial's PlanetCAD business in the future.

At any rate, Bits2Parts is in an enviable position as an Internet startup that has already found its investment capital. Even if it takes a while for the online rapid prototyping marketplace to develop, Bits2Parts.com can afford to wait it out. Contact: Dave Tait, general manager, Bits2Parts.com Telephone: (248) 852-9253 or visit <http://www.bits2parts.com>.

File 625:American Banker Publications 1981-2001/Nov 06  
(c) 2001 American Banker  
File 268:Banking Info Source 1981-2001/Oct W4  
(c) 2001 ProQuest Info&Learning  
File 626:Bond Buyer Full Text 1981-2001/Nov 05  
(c) 2001 Bond Buyer  
File 267:Finance & Banking Newsletters 2001/Nov 05  
(c) 2001 The Dialog Corp.

Set	Items	Description
S1	2021	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	413391	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MER- CHANT? ? OR SELLER? ? OR VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR MANUFACTURER? ? OR RETAILER? ?
S3	3836	REQUEST? ?(3W)(PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR R- FP OR RFPS OR RFQ OR RFQS
S4	741	(NONDISCLOSURE OR (NON OR "NOT")(2N)DISCLOS? OR CONFIDENTI- ALITY)(3N)AGREEMENT? ?
S5	16776	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N)(SITE OR SERVE- R)
S6	3435	BUSINESS(1W)BUSINESS OR B2B OR B()B
S7	11023	(ELECTRONIC? OR INTERNET OR ONLINE OR ON(W)LINE OR VIRTUAL- )(3N)(COMMERCE OR EXCHANGE? ? OR SHOP?)
S8	1	S3(S)S4
S9	3	S3 AND S4
S10	1799	S5(5N)S2
S11	6	S4 AND S10
S12	7	S1 AND S4
S13	43	S6:S7 AND S4
S14	40	RD (unique items)
S15	38	S14 NOT (S9 OR S11:S12)



9/3,K/1 (Item 1 from file: 625)  
DIALOG(R)File 625:American Banker Publications  
(c) 2001 American Banker. All rts. reserv.

0143701

**\* Texas Stands by Processing Contract With Gtech, Despite Deluxe's Protest**  
American Banker - February 29, 1994; Pg. 14; Vol. 159, No. 40  
WORD COUNT: 763

BYLINE:  
By DANIEL STRACHMAN

TEXT:

...Gtech's hiring of a  
state official, Ann S. Fulberg, who was said to have been involved in  
drawing up the benefits transfer program's **request** for **proposals** .  
Conflict Seen

Deluxe's complaint also said one of its employees, Jon Haught, and a  
consultant it retained, Jim Glennie, were hired by Gtech in latter stages  
of the bidding process and allegedly violated **confidentiality** **agreements**

"We believe there was a conflict of interest and that the procurement  
process just did not fit," Mr. Bragg said. "From documents we reviewed so  
...

9/3,K/2 (Item 1 from file: 626)  
DIALOG(R)File 626:Bond Buyer Full Text  
(c) 2001 Bond Buyer. All rts. reserv.

0144669

**Merrill, Lazard Missed Deadlines to Explain Disclosure Omissions,**  
**Massachusetts Says**  
The Bond Buyer - July 27, 1993; Pg. 1(509); Vol. 304, No. 29202  
Word Count: 820

BYLINE:  
By Patrick M. Fitzgibbons

TEXT:

...Hamilton and signed by Mark S. Ferber, then a partner at Lazard.

"Both firms were initially given a July 14th deadline to explain why  
the **agreement** was **not disclosed** , and both asked for and received an  
extension until last Friday," Susan Collins, an assistant treasurer, said.  
"Neither firm made that deadline."

Collins said she...

...to the reports of these secret agreements  
that MIFA will institute a new disclosure package.

In addition to the agency's standard slate of questions, **requests** for  
**proposals** will now require issuers to disclose any formal or informal fee  
splitting arrangements.

"It really is designed to sharpen our focus on disclosure," O'Connell  
...

...properly disclose is a serious matter."

O'Connell, a former bond counsel at the Boston-based firm of Gadsby &  
Hannah, said the change in agency **RFPs** will go into effect immediately.

The agency does not employ a financial adviser, and O'Connell said it  
sends out **RFPs** for almost every bond sale it undertakes.

Linda Dailey, a spokeswoman for the Massachusetts Turnpike Authority,  
said yesterday that the authority's bond counsel - Mudge...

...COMPANY NAMES (DIALOG GENERATED): Commonwealth Capital ; Finance Agency ; First Albany Corp ; First Boston Corp ; Kidder Peabody & Co ; Lazard Freres & Co ; Massachusetts Industrial ; Massachusetts Turnpike Authority ; Merrill Lynch & Co ; MWRA ; **RFPs**

9/3,K/3 (Item 1 from file: 267)  
DIALOG(R)File 267:Finance & Banking Newsletters  
(c) 2001 The Dialog Corp. All rts. reserv.

00000868

**IMAGE-BASED PRODUCTS BECOMING A NECESSITY Sanwa Bank, Bank of California Offer Imaging Services**

CORPORATE EFT REPORT

May 15, 1996 VOL: 16 ISSUE: 9 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: PHILLIPS BUSINESS INFORMATION

LANGUAGE: ENGLISH WORD COUNT: 1453 RECORD TYPE: FULLTEXT

(c) PHILLIPS PUBLISHING INTERNATIONAL All Rts. Reserv.

TEXT:

...cash management services are becoming a competitive necessity for banks.

"There are 30 to 35 top banks offering these services, and a lot of the **requests** for **proposals** (**RFPs**) that are coming from the corporate cash management side of banks want information about imaging," says Bill Cunningham, vice president and business unit manager for...of California will provide corporate clients image-based services.

The banks will use the CheckVision platform from IA Corp., of Emeryville, Calif. Terms of the **agreements** were **not disclosed**.

Sanwa Bank will offer corporate customers CD-ROM delivery, image positive pay and check image statements, starting this summer.

"We wanted to take the next...

File 77:Conference Papers Index 1973-2001/Nov  
(c) 2001 Cambridge Sci Abs  
File 35:Dissertation Abs Online 1861-2001/Oct  
(c) 2001 ProQuest Info&Learning  
File 583:Gale Group Globalbase(TM) 1986-2001/Nov 06  
(c) 2001 The Gale Group  
File 2:INSPEC 1969-2001/Nov W1  
(c) 2001 Institution of Electrical Engineers  
File 65:Inside Conferences 1993-2001/Nov W1  
(c) 2001 BLDSC all rts. reserv.  
File 233:Internet & Personal Comp. Abs. 1981-2001/Nov  
(c) 2001 Info. Today Inc.  
File 99:Wilson Appl. Sci & Tech Abs 1983-2001/Sep  
(c) 2001 The HW Wilson Co.  
File 139:EconLit 1969-2001/Oct  
(c) 2001 American Economic Association

Set	Items	Description
S1	13370	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	1575176	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MERCHANT? ? OR SELLER? ? OR VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR MANUFACTURER? ? OR RETAILER? ?
S3	3326	REQUEST? ?(3W)(PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR RFP OR RFPS OR RFQ OR RFQS
S4	231	(NONDISCLOSURE OR (NON OR "NOT")(2N)DISCLOS? OR CONFIDENTIALITY)(3N)AGREEMENT? ?
S5	225697	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N)(SITE OR SERVER)
S6	12268	BUSINESS(1W)BUSINESS OR B2B OR B()B
S7	28679	(ELECTRONIC? OR INTERNET OR ONLINE OR ON(W)LINE OR VIRTUAL-)(3N)(COMMERCE OR EXCHANGE? ? OR SHOP?)
S8	0	S3 AND S4
S9	0	S1 AND S4
S10	14609	S2(5N)S5
S11	1	S10 AND S4
S12	2	SERVICE()PROVIDER? ? AND S4
S13	4	S6:S7 AND S4
S14	163	S2 AND S4
S15	15	S14 AND (INTERNET OR ONLINE OR ON()LINE OR WEB?)

15/5/14 (Item 1 from file: 99)  
DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs  
(c) 2001 The HW Wilson Co. All rts. reserv.

2317072 H.W. WILSON RECORD NUMBER: BAST01040221

**Got a problem? outsource it here**

Elliott, Louise;

Design News v. 56 [i.e. 57] no10 (May 21 2001) p. 39-40

DOCUMENT TYPE: Feature Article ISSN: 0011-9407 LANGUAGE: English

RECORD STATUS: Corrected or revised record

ABSTRACT: MSC Software of Los Angeles, California, has launched the Engineering Exchange at < <http://exchange.engineering-e.com> >. This site makes engineering expertise available to those who need it in the same way that a part procurement **company** helps source and procure components. With more than 670 engineering consultants signed up, the site allows one to be chosen on the basis of price, technical merit, experience, management team, and schedule. The site also offers **nondisclosure agreements**, a message board, and collaborative meetings, all in a secure setting.

DESCRIPTORS: Engineering--Internet resources;

?

File 256:SoftBase:Reviews,Companies&Prods. 85-2001/Oct

(c)2001 Info.Sources Inc

File 278:Microcomputer Software Guide 2001/Oct

(c) 2001 Reed Elsevier Inc.

Set	Items	Description
S1	2941	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	43035	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MERCHANT? ? OR SELLER? ? OR VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR MANUFACTURER? ? OR RETAILER? ?
S3	137	REQUEST? ?(3W) (PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR RFP OR RFPS OR RFQ OR RFQS
S4	12	(NONDISCLOSURE OR (NON OR "NOT") (2N)DISCLOS? OR CONFIDENTIALITY) (3N)AGREEMENT? ?
S5	18536	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N) (SITE OR SERVER)
S6	1564	BUSINESS(1W)BUSINESS OR B2B OR B()B
S7	3914	(ELECTRONIC? OR INTERNET OR ONLINE OR ON(W)LINE OR VIRTUAL- ) (3N) (COMMERCE OR EXCHANGE? ? OR SHOP?)
S8	0	S3 AND S4
S9	0	(S1 OR S6:S7) AND S4
S10	0	S2(5N)S6 AND S4
S11	46	S3 AND S6:S7
S12	13	S1 AND S11

12/5/3 (Item 3 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
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01036838 DOCUMENT TYPE: Product

PRODUCT NAME: ShipLogix (036838)

ShipLogix (696391)  
86 Owen Brown St PO Box 820  
Hudson, OH 44236 United States  
TELEPHONE: (330) 342-5411

RECORD TYPE: Directory

CONTACT: Sales Department

ShipLogix's ShipLogix is an application service provider (ASP) offering that lets everyone involved in shipping collaborate through the Internet. Shippers, carriers, and market makers can access the site's transportation management tools whenever they need them. Users pay a small subscription fee each month, so they avoid the time and expense involved in building and deploying an internal logistics management system. ShipLogix was designed by experts in the field who know how to help carriers and others reduce their costs and improve their services. With ShipLogix, users can access a Routing Guide, Track and Trace functions, ShipLogix Tender, and ShipLogix **RFQ**, a best-practices bid preparation tool. The ShipLogix system also offers an appointment scheduler and payment tools.

DESCRIPTORS: E-Commerce; Application Service Providers; **B2B** Marketplaces  
; Freight Processing; Shipping; Distribution Management; Transportation  
; **Supply Chain** Management; Bid Preparation

HARDWARE: Hardware Independent  
OPERATING SYSTEM: Operating System Independent  
PROGRAM LANGUAGES: Not Available  
TYPE OF PRODUCT: Mainframe; Mini; Micro; Workstation  
POTENTIAL USERS: Shippers, Distribution & Logistics, Carriers  
PRICE: Available upon request

REVISION DATE: 000000

12/5/6 (Item 6 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
(c)2001 Info.Sources Inc. All rts. reserv.

00128583 DOCUMENT TYPE: Review

PRODUCT NAMES: Ariba Buyer (030325); Ariba Marketplace (039063); Dynamic Trade (004324); Ariba Commerce Services Network (039071); docQuest Market (039098)

TITLE: Trade Exchanges Set Up Shop in Cyberspace  
AUTHOR: Beckert, Beverly A  
SOURCE: Computer-Aided Engineering, v20 n1 p38(3) Jan 2001  
ISSN: 0733-3536  
HOMEPAGE: <http://www.penton.com/cae/>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

Digital Paper's docQuest Market and Ariba's Ariba Buyer, Marketplace, Dynamic Trade, Commerce Services Network are highlighted in a discussion of public, private, and consortium marketplaces that save time and money for participating companies. For instance, Collins and Aikman, an automotive supplier, saved millions of dollars on six Requests for Quotes (RFQs) by using the online sourcing event-hosting by Ariba. An industry expert says several popular business models are available, but the open exchange (in which buyers and sellers congregate virtually to conduct commerce) is the most popular and will probably last the longest. The consortium also has good prospects and allows members in one industry to enhance the efficiency of their **supply chains**. Procurement is usually the first function supported by companies implementing **online commerce** because it is so easy to understand and apply. Suppliers can also find new customers and create a new sales channel, and they can also obtain more market exposure and access to companies or divisions that previously were not partners. Trading mechanisms can include auctions, reverse auctions, and bid/ask, which is supported by Ariba's tools.

COMPANY NAME: Ariba Inc (635961); Digital Paper Corp (697982)  
SPECIAL FEATURE: Charts Output Samples  
DESCRIPTORS: E-Commerce; **B2B** Marketplaces; Manufacturing; Auto Parts  
REVISION DATE: 20010530

12/5/8 (Item 8 from file: 256)  
DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.  
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00127566 DOCUMENT TYPE: Review

PRODUCT NAMES: B2B Marketplaces (842338)

TITLE: At your service: E-marketplaces build value by adding functions  
AUTHOR: Kodama, David  
SOURCE: eCOMMERCE BUSINESS, v1 n14 p51(6) Oct 23, 2000  
ISSN: 1529-0077  
HOMEPAGE: <http://www.ecommercebusinessdaily.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

E-marketplaces can 'build in value by adding functions' and services, because, says an expert, added services make marketplaces attractive to users, which in turn creates loyalty that can lead to liquidity. Even so, e-marketplaces still have to devise the needed solutions, since many know what their service portfolios have to be, but they have yet to convert and customize the service offerings into particular features and functions. E-marketplaces will have phased service-rollout initiatives, but most are still in phase one, and services are also in their initial phases. One expert says a broad-based range of services will soon become available, including every task and function from support for requisitions to settlement. The market will move toward direct procurements, providing such services as sourcing and request for quotes (RFQ) management. The next phase will be pre-procurement, including services for collaborative design and planning, and forecasting along the **supply chain**. Ariba's commerce service manager, Mat McGinnes, also expects the services propelled by direct materials (including design collaboration, inventory management, manufacturing planning, scheduling, reconciliation, and dispute resolution) to get more attention. Analyst say that by 2003 or 2004, the market for extended e-marketplace services will be valued at over \$15 billion.

COMPANY NAME: Vendor Independent (999999)  
SPECIAL FEATURE: Charts Graphs  
DESCRIPTORS: B2B Marketplaces; E-Commerce; Business Models  
REVISION DATE: 20010423



12/5/13 (Item 13 from file: 256)  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
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00119497 DOCUMENT TYPE: Review

PRODUCT NAMES: Agile Buyer (774308)

TITLE: The Supply Chain, Simplified Via the Web  
AUTHOR: Roberts, Bill  
SOURCE: Internet World, v5 n31 p57(2) Oct 15, 1999  
ISSN: 1097-8291  
HOMEPAGE: <http://www.iw.com>

RECORD TYPE: Review  
REVIEW TYPE: Product Analysis  
GRADE: Product Analysis, No Rating

Digital Market's Digital Buyer software is used by several electronics manufacturers to move the request for quote (RFQ) process to the Internet. Digital Buyer helps the providers automate sourcing, reduce costs, and shorten time to market. In the electronics industry, one product can require hundreds of components that can account for as much as 80 percent of the product's overall cost. Sourcing is the optimal point in the supply chain management system for control of expenses. Lexmark International, a Digital Buyer user, starts its RFQ process early in the design cycle, and a faster Digital Buyer-based RFQ process allows the company to analyze supplier bids in the shortest time possible. Lexmark International's Lexmark Electronics division uses Digital Buyer with 40 suppliers globally to request and receive bills of materials quotes. Using Digital Buyer, Lexmark posts each RFQ to an extranet site, which sends an e-mail to potential suppliers. Suppliers hotlink from e-mail to the extranet site, enter a user name/password, and see only items on the bill of materials that relate to their products. The file can be downloaded and formatted by the supplier, in such formats as an Excel spreadsheet. The quote is entered and uploaded to the extranet site. Suppliers benefit because all they need is a Web browser and an Internet service provider (ISP), says a user.

COMPANY NAME: Agile Software Corp (646733)  
SPECIAL FEATURE: Charts  
DESCRIPTORS: Contracts; Purchasing; Manufacturing; E-Commerce ; Internet Marketing  
REVISION DATE: 20010423

File 473:FINANCIAL TIMES ABSTRACTS 1998-2001/APR 02

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File 474:New York Times Abs 1969-2001/Nov 05

(c) 2001 The New York Times

File 475:Wall Street Journal Abs 1973-2001/Nov 05

(c) 2001 The New York Times

Set	Items	Description
S1	99	SUPPLY()CHAIN? ? OR WORKFLOW? ? OR WORK()FLOW? ?
S2	358444	COMPANIES OR COMPANY OR BUSINESSE? ? OR PROVIDER? ? OR MER- CHANT? ? OR SELLER? ? OR VENDOR? ? OR SUPPLIER? ? OR DEALER? ? OR CONTRACTOR? ? OR MANUFACTURER? ? OR RETAILER? ?
S3	109	REQUEST? ?(3W) (PROPOSAL? ? OR QUOTATION? ? OR BID? ?) OR R- FP OR RFPS OR RFQ OR RFQS
S4	216	(NONDISCLOSURE OR (NON OR "NOT") (2N)DISCLOS? OR CONFIDENTI- ALITY) (3N)AGREEMENT? ?
S5	1379	DATABASE? ? OR DATA()BASE? ? OR CENTRAL?(3N) (SITE OR SERVE- R)
S6	1230	BUSINESS(1W)BUSINESS OR B2B OR B()B
S7	1967	(ELECTRONIC? OR INTERNET OR ONLINE OR ON(W)LINE OR VIRTUAL- ) (3N) (COMMERCE OR EXCHANGE? ? OR SHOP?)
S8	0	S3 AND S4
S9	0	S1 AND S4
S10	0	S6:S7 AND S4
S11	8	S4 AND (INTERNET OR ONLINE OR ON()LINE OR WEB?)
S12	0	S3 AND S1
S13	1	S3 AND S6:S7
S14	1	S3 AND (INTERNET OR ONLINE OR ON()LINE OR WEB?)

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**ABSTRACT:**

Alcoa, Allegheny Technologies and six other metal makers agree to set up **Internet** marketplace to sell aluminum, copper, brass, stainless steel and other metals; **Web** site, called MetalSpectrum, will include auctions, catalogs and **requests** for **bids** for certain metals; **Web** site is expected to help cut costs for both sellers and buyers by helping them reduce inventory and save time (S)

COMPANY NAMES: Aluminum Co of America (Alcoa); Allegheny Technologies Inc; MetalSpectrum (Co); Thyssen Ag; Acerinox; Kaiser Aluminum Corp; Olin Corp ; Reynolds Metals Co; Vincent Metal Goods-Atlas Ideal Metals  
DESCRIPTORS: Metals and Minerals; Computers and the **Internet** ; Aluminum; Copper, Brass and Bronze; Metals and Minerals; Steel and Iron